A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

October 23, 1967

U.S. and Iran: Partners in growing commerce

International Trade Winds

Company News

COMMUNICATIONS—Western Union International, Inc., New York, has entered into an agreement with the Eastern Extension Australasia and China Telegraph Co., Ltd., and the Philippines Overseas Telecommunications Corp., to provide telephone, data, and other communications services between the Philippines and the Republic of China (Taiwan). A tropospheric scatter system will be constructed in the Philippines, with a compatible system to be built in Taiwan. Operation is expected within a year.

TRANSPORTATION—Air France has signed agreements with three U.S. air carriers—Eastern, Northwest Orient, and Flying Tiger Airlines—which will permit interchange of pallets or containers, providing through air cargo service from most U.S. points to Paris and beyond. Air France already has a similar agreement with American Airlines.

BANKING—First National City Bank, New York, has opened its second branch office in Port of Spain, capital of Trinidad and Tobago. The new office is located at the city's airport to serve travelers and a nearby industrial park. The office is the 18th overseas branch opened this year by Citibank, bringing the total number of overseas offices to 212.

DATA PROCESSING—IBM World Trade Corp., has dedicated two new European facilities, a computer manufacturing plant at Mainz, Germany, and a technical center at Diegem, Belgium. The German installation makes computer systems for export to European countries, Latin America, and the Far East. The Belgian center will service IBM systems installed in Belgium and neighboring countries.

AIRCRAFT—KLM Royal Dutch Airlines has purchased three DC-8 super 63 model "stretched" jet airliners from McDonnell-Douglas Corp., St. Louis. The purchase will bring KLM's orders for the plane to seven. In the same order, KLM purchased four additional DC-9 short-range jets, bringing its total fleet of that craft to 20 planes.

Newsletter

More good prospects came to his U.S. Trade Center demonstrations in one day than came in the whole month to another show he entered in Bangkok last year. So reported a representative of Eutectic Welding Alloys Corp. Continuous demonstrations of advanced welding techniques brought 421 visitors to the center in a three-day between-regular-shows promotion.

Here's what happened as a result of the first Sample Products Display at the American Consulate General, Melbourne, Australia, this year. Thirteen U.S. companies entered with products and/or literature. All got inquiries from at least one interested Australian importer. Five, possibly six, have appointed agents. One other company was approached about an arrangement for local manufacture of its products under license.

A catalyst and an innovator in developing new trade leads. That's the hope of the state of California for its new trade office for Europe, in Frankfurt. A prime goal will be to improve existing markets for California farm products in Europe. For the past two years the state has had an office in Tokyo. The California sponsors see two recent plusses for all world trade: Kennedy Round success, and the progress of the IMF "paper gold" international monetary program.

Exemption of investments in the developing nations from the U.S. Interest Equalization Tax is underscored by the Economic Section of the American Embassy in Mexico City. Capital-short Mexico, in which 10% of all investment expenditures are financed externally, is concerned that U.S. investors know that the exemption is in force and increases the attractiveness of Mexican securities.

Will the industrialized nations agree to come back to the tariff bargaining table again soon, in the wake of the Kennedy Round? George S. Moore of First National City Bank, for one, hopes they will. He proposes that the "have" nations apply immediately to the products of all the developing nations those tariff reductions that will come into effect over the next five years under the Kennedy Round. Moore made the recommendation to the Inter-American Council for Commerce and Production, the federation of national business and industrial organizations of the Americas.

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the cover

The Shah of Iran visited the United States in August to meet with President Johnson and other Government officials. World attention will be focused on Iran this week by the coronation ceremony in Tehran, Oct. 26. A report on the country's expanding economy, development plans, and U.S.-Iran commercial contacts is presented on pages 2-4.

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Iranian coronation event spotlights nation's growth

Course charted for diversified industrial economy; since 1963, imports have soared

By ROGER D. SEVERANCE

Near East-South Asia Division, BIC

The coronation of the Shahanshah of Iran this week occurs during a period of extraordinary economic progress. Much of this activity has come in the last four years during which Iran has charted a course for a widely diversified industrial economy.

SEVERANCE

Since 1963 gross national product has risen 29%, oil income has increased by 56%, and imports have soared 87%. Today, Iran is the recipient of well over $750 million per year in income from oil operations and represents a $1 billion import market.

There is no sign of slackening in the Iranian economy. In fact, with the disruptions in Arab oil shipments, the economy has been given an unexpected boost this year in terms of increased oil income. Continued development spending, budgeted at 80% of oil revenues, an attractive policy toward foreign private investment, and reasonable price stability make Iran an attractive market for U.S. businessmen.

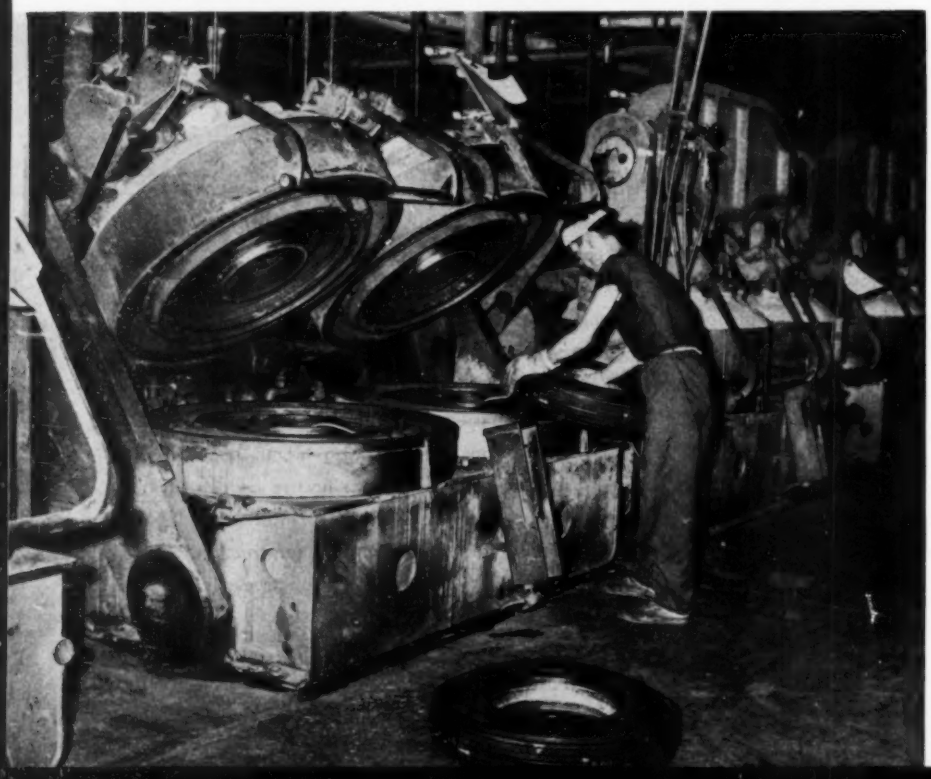
Steel mill

While oil revenues will continue to dominate Iran's economy and provide the major portion of the country's foreign exchange earnings in the foreseeable future, a number of projects have been begun to expand industry outside of the oil sector. Site preparation work has started on a fully integrated steel mill and three large petrochemical plants and many other projects are in various stages of construction or planning.

With the signing of an agreement with the Soviet Union in January 1966, Iran began the monumental task of not only building an integrated steel mill, but also of developing its iron ore and coal resources, damming the Zayandeh Rud (River), constructing a railroad line to service the mill, and building a $500 million natural gas pipeline from the oilfields in Khuzistan to the Soviet border. Under the terms of the agreement the Soviet Union will provide $286 million in credits for equipment and engineering for the mill which will be paid for by shipments of natural gas through the pipeline to the Soviet Union.

The steel mill and its allied projects are rapidly becoming an international venture. The French firm SASER will construct the dam on the Zayandeh Rud. The consulting engineering contract for the southern part of the natural gas pipeline was awarded to the British firm IMEG, while the Williams Brothers' British subsidiary and Entrepose will do the actual pipe laying. A U.S. firm, Torrance Machinery & Engineering, Inc., is building a pipe mill whose initial output will be used for this pipeline.

GOODRICH FACTORY IN TEHRAN makes all kinds and sizes of tires. The company, which was one of the first private U.S. investors—except for oil—in Iran, is now building a chemical plant there.



Petrochemicals

U.S. firms have the principal role in development of Iran's petrochemical industry. Allied Chemical Corp. is building a $172.5 million petrochemical plant near Bandar Shahpour in Khuzistan. Using natural gas from the Masjid-i-Suleiman oil fields as feedstock, the plant will produce ammonia, sulfur, urea, phosphoric acid and diammonium phosphate, a large amount of which will be exported. Long range plans anticipate production of methanol, melamine and other plastics, formaldehyde, and caprolactum. The whole complex consists of seven processing units, power generating and distribution facilities, a marine terminal, a 120-mile sour gas pipeline, product storage and loading facilities, workshops, laboratory, and administration buildings. M. W. Kel-

logg Co. is the managing contractor for the project which is being partially financed by the Export-Import Bank.

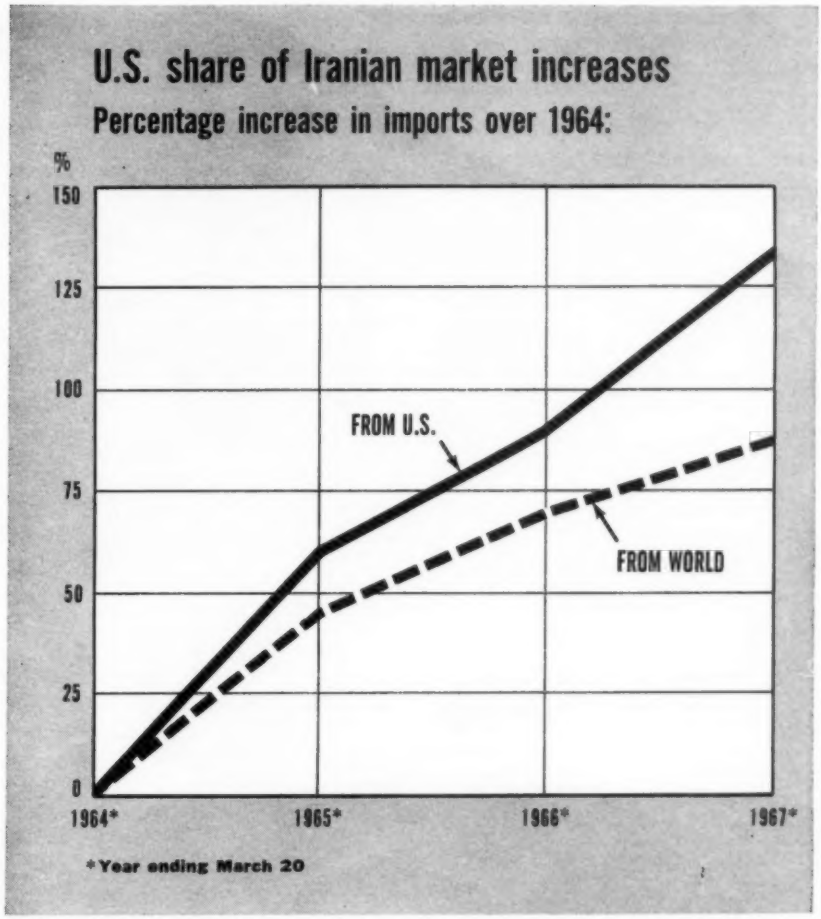
Other plants

The B. F. Goodrich Co., whose tire factory was one of the first private U.S. investments in Iran outside the oil sector, is constructing a plant to produce polyvinyl chloride, dodecylbenzene, and caustic soda. The engineering and construction of this $27 million plant is being carried out by the Lummus Co. with the Export-Import Bank providing part of the financing.

Standard Oil of Indiana's subsidiary, Amoco International, is building a sulfur/liquified petroleum gas plant on Kharg Island, Iran's major crude oil terminal. Actual construction will be done by the Chiyoda Chemical Engineering & Construction Co. of Tokyo with machinery and equipment to be supplied from Japan under a $33 million Japanese credit.

Auto industry

The automobile industry is developing rapidly in Iran. The first Iranian car, the Peykan (Arrow), with local content reported initially to be 35%, was produced in May 1967. The car is being manufactured in cooperation with the Rootes Group, who also supply the four-cylinder engine. Other vehicles which are currently assembled in Iran include Rambler 220's, Fiats, Jeeps, and Land Rovers. A license has also been issued for the manufacture of Citroens as an Iranian/French joint venture. Iranian Government policy requires assemblers and manufacturers to use increasing amounts of locally produced parts and equipment, most of which is not now produced in Iran.



THE SHAH, center, is seen touring the national industrial fair near Tehran.

Mack, Leyland, Mercedes-Benz, and Volvo trucks are now assembled in Iran and plans are underway to increase the facilities of each of these operations.

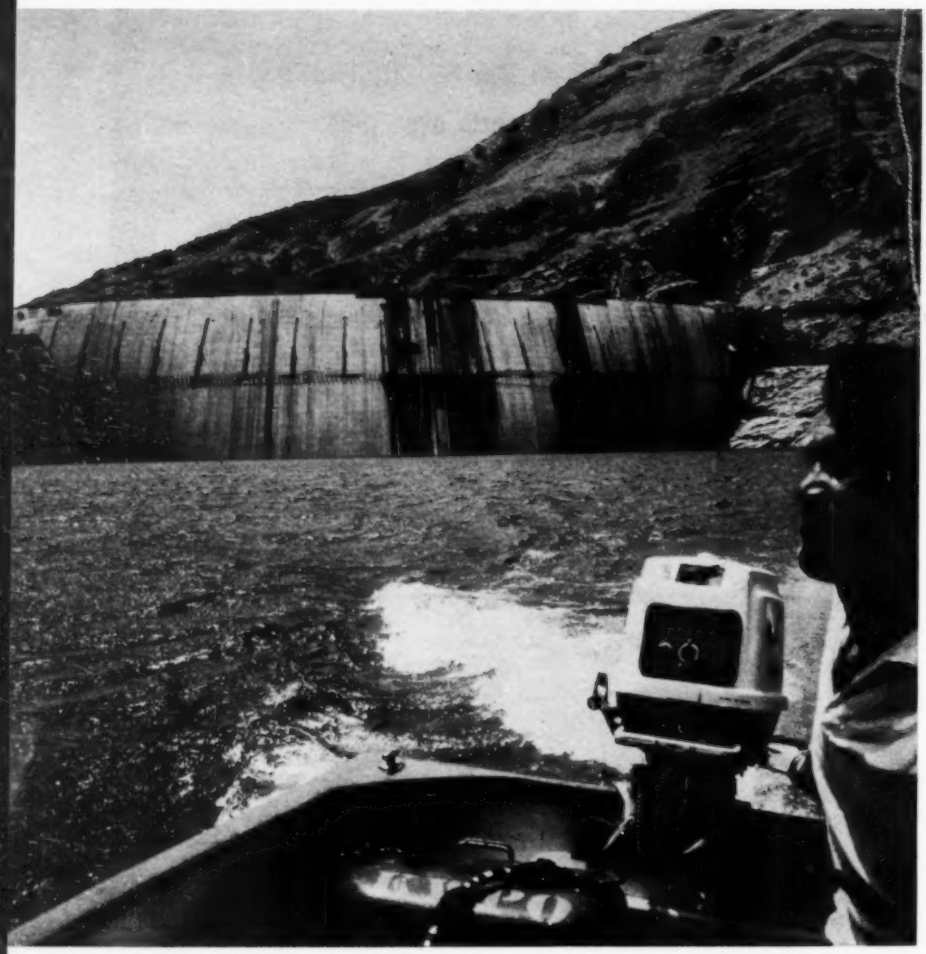
Primed by a government policy aimed at reducing the cost to the consumer of necessary medicines by encouraging local production, the pharmaceutical industry in Iran is undergoing a fundamental change. Four years ago, Don Baxter Laboratories Inc. was the only U.S. investor in the Iranian pharmaceutical industry; today, American Cyanamid Co., Olin Mathieson Chemical Corp., Pfizer Corp., and Parke Davis & Co. are either producing or planning to produce pharmaceuticals in Iran. Imports of many pharmaceuticals now are prohibited or may be imported only with hard-to-get special permission of the Ministry of Health.

Other industries under development include the following: Machine tool plants are being constructed by the Soviets and Czechs at Arak and Tabriz; an agricultural tractor plant, with an eventual annual capacity of 10,000 units, will be built by Romania in Tabriz; the British firm, Reede Co. Ltd., will construct a $24 million paper mill in Khuzistan, using bagasse as raw material; Pan Alliance Glass Corp. is building a glass factory at Ghazvin; Reynolds Aluminum Co. is planning a 50,000 ton smelter in Ahwaz; FMC Corp. will produce deep well pumps; Siemens will manufacture telephones in Shiraz; and a low tension cable factory is being constructed by a West German firm in Karaj.

Looking ahead

Iran's Fourth Development Plan, scheduled to go into effect next March, calls for public investment of $10.8 million over a five-year period. Iranian planners estimate that this will lead to a growth in GNP of 9% per year compared to an average of 6.2% during the last Plan and an $110 increase in per capita income to $340.

Public investment under the Fourth



KARAJ DAM, 35 miles northwest of Tehran, supplies the capital with water and power. Standing 590 feet high and 1290 feet long, the concrete-arch-type dam has generating capacity of 110,000 kilowatts.

Plan will be concentrated in infrastructure and in the large basic industry projects such as the petrochemical plants and the steel mill. Four thousands kilometers (1 km. = about 0.6 mi.) of main highways and 15,000 kilometers of feeder roads are scheduled for construction; 1,150 kilometers of railroad will be laid; 9 new airports are to be built and 14 more improved; and electricity production is to be increased from 1,700 megawatts to 3,300 megawatts during the period of the Plan.

Telecommunications facilities will be further expanded under the Fourth Plan. A 3,000 kilometer microwave system connecting Shiraz, Ahwaz, Khorramshahr, Hamadan, Tehran, Meshed, and Birjand is to be constructed at an estimated cost of $40 million. Long range plans call for establishment of five regional microwave links.

Economic indicators—Iran

	1964 [1]	1967 [1]
	(Millions of dollars)	
GNP (current prices)	4,994	6,423
Oil revenues	483	755
Total imports	519	972
Imports from U.S.	82	192
Total exports (excluding oil)	127	156
Cost of living index (1958 = 100)	112	118

[1] Year ending March 20

Private investors

Iran looks to private investors for development of manufacturing and processing industries. Agricultural processing facilities and those projects designed to manufacture finished goods from the planned iron and steel, petrochemical, and aluminum industries are particularly desired. Firms engaged in assembly operations are being encouraged to convert these operations to manufacturing plants using local materials to the maximum extent possible.

Further development of water resources throughout the country is one of the main targets of the Fourth Plan and the emphasis is on the regional approach. In Khuzistan, for example, where the Development and Resources Corp. of New York has a contract for overall development planning in the province, the Greater Dez irrigation project is expected to substantially increase the agricultural output of the region. Using the water of the large Pahlavi Dam, 250,000 acres of land are to be irrigated and mechanized with the aid of foreign capital. Other areas with irrigation projects under development include Isfahan, Shiraz, Gorgan, Ghazvin, Manjil (Sefid Rud dam), Hamadan and Azerbaijan (Zarrineh Rud dam and Aras River dam).

Preliminary agreement has been reached whereby the United States and Iran will cooperate on development of water resources in Iran. The U.S. Government will provide a technical team to work with an Iranian team to study ways and means of increasing the country's water supply through desalting techniques and improvement of existing sources.

COMMERCIAL CONTACTS are frequent between Americans and Iranians. This one took place at Fruehauf Corp.'s International Management Planning Conference in Detroit this summer, as Walker L. Cisler (left), chairman, chatted with Iranian Minister of Water and Power, Mansur Rowhani.

Libya's allocations for housing offer challenge to U.S. firms, home builders' mission reports

Association group visits Tripoli, Benghazi, Baida, Barce, finds opportunities; bids are being solicited for Government projects, and loans for private construction are available

By IRA FOREST

Ira Forest Builders—Distributors, Sherman Oaks, Calif.

Any adventurous home builder with ambition, technical know-how, business acumen, and risk capital can speculate with good odds in Libya.

This is the majority opinion of five U.S. home builders who last spring explored construction opportunities there.

Traveling as a trade mission organized by the National Association of Home Builders and approved by the U.S. Department of Commerce, the company executives visited housing projects in Tripoli, Benghazi, Baida, and Barce.

Libya can buy

Libya's buying power is strong, and per capita income has been increasing rapidly. Oil revenue is approaching $600 million per year and about 10% has been allocated to Government contract housing and loans for private housing.

Problems uncommon in the United States must be anticipated, and adjustment to conditions prevailing in Libya must be met. Fundamental differences are evident in Moslem customs, construction detail, land development, labor, materials, and financing.

Construction

Modern American construction techniques cannot be offered in the form of a conventional U.S. dwelling. The religious customs of the Arab-Moslem world require that family and social life be confined almost entirely to the home, and construction of a house must accommodate these traditions: Inner courts, few and small outside windows, walled yards all are important.

The construction technique for most housing is similar: Heavy limestone or sandstone blocks are irregularly laid in mortar and then capped, cornered and headed with reinforced concrete to level and square. Concrete blocks are sometimes used but they are coarse textured and of poor quality. All walls are coated with three layers of plaster, inside and out. Reinforced concrete is used for footings, grade beams, floor slabs, and roofs. The floors are finished with concrete or terrazzo tiles. Roofs are covered with layers of insulation and waterproofing material.

Kitchens and bathrooms are meagerly furnished. Bottled gas is used for both cooking and heating. Heating is not included in the average construction plan, however. Customarily, ten-foot ceilings are standard. Painting and detail trim are usually colorful.

Land development

Land costs are high and going higher. The average worker has no car, public transportation is poor; thus, residential areas cluster near towns and job centers. Buildable land—with no improvements or utilities—within a radius of about 2½ miles from town is quoted at the equivalent of $1 to $1.50 a square foot.

Labor

Construction has the largest labor force in private industry, yet 1500 construction jobs are unfilled. Although pay rates are low by comparison with our union scale, productivity, efficiency and availability also are low. In addition, oil companies are legally obligated to Libyanize, and they too are drawing from the manpower pool.

The Government does allow work permits for non-Libyans, and about 25% of the construction work force is non-Libyan; but importation of workers has its inherent problems, too.

As already mentioned, most construc-

SECRETARY OF COMMERCE TROWBRIDGE greeted Ira Forest, Director of the National Association of Homebuilders Trade Mission, in Washington before the group took off to explore the Libyan market.

NAHB MISSION inspected a building block plant at the Barce reconstruction site, during visit to Libya last spring. Members shown above are: Walter Neth (leaning forward), Columbia Machine, Inc., Vancouver, Wash.; Gordon Fields, Gordon Fields Builders, San Bernardino, Calif.; and William F. Luce (r.), civil engineer, Woodside, Calif. Not shown: Elbert H. Waldron, Fralin & Waldron, Inc., Roanoke, Va.; and Ira Forest, Mission director and author of the accompanying report.

tion is of sandstone block and reinforced concrete. Aside from sand, most materials are imported. Concrete blocks are becoming plentiful with the installation of new blockmaking equipment.

A new fine-quality block—the BMX block—made from asphalt and sand, compacted and heat treated, and joined by an epoxy adhesive instead of mortar, was displayed at the Tripoli Trade Fair last March and created much interest; but it is not yet in production.

The puzzle is: "By using the labor and materials available, how do you create an acceptable house in less time and for less money?"

Financing

The following Libyan housing programs have been established: Idris Housing Scheme, Baida development, and Barce reconstruction, for which funds are disbursed by the Government; and private sector home loans, for which funds are disbursed through the Government-owned Industrial and Real Estate Bank of Libya. The U.S. homebuilder probably can benefit most from private sector housing. He must remember, however, that though liberal financing may be available, it will not necessarily be obtained quickly and "patience must prevail."

Construction contracts on the various Government projects are awarded only after difficult, competitive bidding.

Idris scheme

The Idris Housing Scheme calls for spending $1.1 billion in five years (1966-71). The total of 100,000 units would average about $11,000 per unit. Priorities are as follows: First, agricultural and rural communities; second, urban and civil workers' complex; third, low-income and slum clearance.

Winning bidders were announced in April for the initial 9,200 units at an average of about $16,000 each. Five of the ten contracts, amounting to 35% of the total, went to a Bulgarian State Enterprise (Technoexport).

Another large Government project, of some 10,000 units, is at Baida, about 150 miles east of Benghazi. Here, construction jobs are flourishing, as the city is to be made the administrative capital of Libya.

An Italian firm, Rivelli Construction, has one of the major contracts. The firm has spent the first eight months building machine shops, construction offices, living quarters, and floor-tile and cement-block manufacturing plants. Trucks, loaders, cranes all have been imported. Construction crews from Italy have been imported but labor turnover has been crippling. With such an investment, however, the company will offer tough competition in bidding on new contracts.

Barce reconstruction

In a third Government project, the Barce reconstruction, an American engineering firm, McGaughy, Marshall, McMillan & Lucas, has the contract for planning, design, and supervision of new city replacing the community destroyed by earthquake. Actual construction is being contracted by a Polish firm (Cekop).

Best chance in private housing

From their observations of the Government projects, the mission concludes that U.S. construction firms face strong competition as Polish, Bulgarian and Romanian companies working in Libya are prepared to make extremely low bids. Even in engineering and design consulting services, which the Americans have been able to sell, foreign firms, especially from Greece and Lebanon, are offering stiff competition.

Spurred by the Libyan Government's financing program for private homes, however, U.S. builders should be resourceful enough to find fast, economical ways to supply the demand. Redesigning houses to permit faster building with less labor, and without sacrificing structural stability, insulation or appearance could bring about great cost savings. The least hazardous technique would involve building a model home complex before launching into a sizable venture.

It is generally conceded that prefabricated housing offers the only solution, but so far prefabs have been rejected. Any new models must conform to the approved standard of a strong, well-insulated Moslem-type home.

Well selected concrete workers, carpenters, plumbers, electricians, and plasterers will have to be imported. These men, working in teams, starting four or five houses each day and allowing the succeeding trades to follow, can use typical tract building methods, and complete 25 houses every two to three months. Once the momentum is started and the

logistical problem solved, the journeymen can start training native apprentices and the ball will start rolling faster.

In entering the construction race for either Government or private housing, Americans should seek partnerships with Libyan firms. In private housing, this is essential, as only Libyans can own land and secure the necessary permits.

There is no doubt that an influential Libyan partner could also expedite loan approvals. The 51% Libyan ownership requirement, for qualification as a Libyan company, has many operational variations in practice, such as management contracts for specified periods, which can result in effective minority partner operating control. There are also indications that Libya will reflect nationalist tendencies in the form of protection to local industries and those on the inside will be the fortunate ones.

Libyan economy resumes growth; outlook for U.S. exports promising

Commercial climate has improved rapidly since Middle East crisis disruption; imports expected to climb as oil revenues received by Government are channeled into development work

By PAUL LEINENBACH
Africa Division, BIC

Although Libya's involvement in the Middle East crisis disrupted the commercial and industrial situation, the commercial climate has rapidly improved, and the near term outlook for U.S. exports to that country is again promising.

LEINENBACH

Imports are expected to climb in the coming months as new petroleum finds stimulate increased exploration and drilling activities and as the expanding petroleum revenues received by the Government are channeled into development projects.

Petroleum production is proceeding at full capacity, and petroleum exports in 1967 are expected to exceed the record level of 1966 by a substantial margin. In the first quarter of 1967 production was 18% above the comparable period of 1966. This gain was partially offset during the second quarter of the year; however, when all petroleum production was stopped for one month due to the Middle East crisis. As a result of the lowered output in the second quarter, production for the first half of 1967 exceeded production in the comparable period of 1966 by only 2%.

Petroleum revenues received by the Government of Libya are expected to increase in 1967. In 1966 the Government received a record high of $522 million in petroleum revenues. These funds should support an increase in the Government's purchase of goods and services and a continuation of the construction boom. Consumer purchasing power has increased along with general economic growth.

In 1966 Libya's gross national product rose by about 25% over the level of the previous year, reaching a high of $1.2 billion ($700 per capita). Petroleum production continues to account for the majority of Libya's GNP (60%) although construction activity is generating an increasing share, about 20% in 1966.

The prolonged high level of economic activity is generating inflationary pressures coupled with a severe labor shortage. To date, inflationary demand has been met by a rising flow of imports into the country.

According to Libyan trade statistics, total Libyan imports in 1966 amounted to $405 million, a 27% increase over the 1965 level. Principal commodities were construction equipment and materials, heavy transport equipment, passenger vehicles, and manufactured goods. During the same period Libyan exports amounted to approximately $987 million, almost entirely crude petroleum.

Imports for the nonpetroleum sector of the Libyan economy showed the greatest increase, rising by $106 million in 1966 to a total of $365.5 million. Imports for the petroleum sector, reflecting the shift in activity from exploration and drilling to production, declined by $22 million to a level of $39.6 million. Although this trend has continued in the first few months of 1967, imports for the petroleum sector should increase rapidly in the coming months as the recent petroleum finds generate new exploration and drilling activity.

Imports from the United States in 1966 ran counter to the overall trend, falling by $3.9 million to a level of $50.7 million. As a result, the U.S. share of the market in 1966 declined to 12.5% (17.1% in 1965). The decline in imports from the United States resulted from an $11 million drop in U.S. sales of materials and equipment to the petroleum companies, half of the total decline registered in Libya's petroleum sector imports.

Imports from the United States for the nonpetroleum sector rose by $7 million in 1966 and, for the first time, purchases of U.S. goods in this sector exceeded petroleum industry purchases. Libya bought $26.6 million of nonpetroleum sector goods from the United States in 1966, but, in the face of stiff and growing competition from Italian, British, German, and Japanese firms, the U.S. share of the Libyan non-petroleum market declined slightly to 7.3%.

As the business climate in Libya con-

MODERN APARTMENTS have been constructed near fairgrounds at Tripoli, as a public housing project.

tinues to improve, U.S. firms should find considerable renewed Libyan interest in U.S. products resulting from the 1966 U.S. Trade and Investment Mission to Libya and the successful U.S. exhibition at the 1967 Tripoli International Fair. Aside from material and equipment required by the petroleum industry, the following commodities should offer better than average sales opportunities in 1967-68: construction machinery, transport equipment, agricultural machinery, tractors, pumps, mechanical handling machinery, spraying machinery, motor vehicles, and handtools.

The Libyan 5-year (April 1963-March 1968) Development Plan will generate increasing sales opportunities. The Government of Libya allocates 70% of its petroleum revenues to finance Plan expenditures currently estimated to total $922 million. The majority of the projects undertaken are in the public works area and include water supply, sewage, communications, and education projects. Due to shortages of skilled labor and planning delays many of the projects are just getting under way and sales opportunities are only now developing.

The second 5-Year Development Plan is currently being drafted.

Construction opportunities

Construction activity is a most promising area for the sale of goods and services. Early this year the contracts for construction of 9,200 homes in the first stage of the $1.1 billion Idris Housing Project were awarded. This project will result in construction of 100,000 homes over the next five years. Although no U.S. firms bid on the first stage, many are attempting to sell materials and subcontracting services to the successful bidders. The tender for the second stage of the Idris Housing Project is expected late in 1967.

The private sector also is occupied with extensive plans for construction of commercial buildings, apartment houses, and other private and rental housing. In addition, there are projects involving luxury hotel complexes and a string of motels.

Other projects being planned which should offer opportunities to both construction firms and suppliers of industrial equipment include the establishment of local facilities to break down, package, and distribute bulk-imported consumer products, light metal fabricating industries, and industries to produce construction material and equipment.

The severe labor shortage should result in excellent sales opportunities for foreign construction firms that are able to utilize labor saving techniques and equipment.

Transport of nuclear material to be studied

A second international symposium on the packaging and transportation of radioactive materials will be held Oct. 14-18, 1968, in Gatlinburg, Tennessee.

The U.S. Atomic Energy Commission and Union Carbide Corp. are jointly sponsoring this second symposium dealing with significant developments in the field of nuclear material transport which have evolved since the first meeting was held in January 1965.

More than 300 scientists, engineers and representatives from the United States and seven foreign countries participated in the First International Symposium.

During this second symposium a number of possible topic areas will be discussed including predictions about possible transport problems for irradiated and unirradiated nuclear reactor fuel in the next three decades.

Other topic areas for papers include new transport regulations and their implications; operating experience in national and international shipments; unirradiated fissile material shipping containers; isotope and/or spent fuel containers; specification containers; research and development and testing in container design; scaling problems in model testing, insurance problems and carrier problems.

Papers for the symposium are now being solicited. Anyone wishing to present a paper should submit a 600 word abstract before Jan. 1, in triplicate, to K. W. Haff, Program Chairman, Box X, Oak Ridge National Laboratory, Oak Ridge, Tenn. 37830.

Trade policy areas for study listed

As part of a review of U.S. trade policies, the Senate Finance Committee is requesting the views of interested parties, as announced in last week's issue of International Commerce. Specific areas of interest, listed by the Committee, are as follows:

- Possible shortcomings in the applicable statutes;
- The negotiating process and ad hoc trade agreements;
- Role of the Tariff Commission;
- Customs administration;
- Valuation of imported goods;
- Dumping and unfair methods of competition in import trade;
- Procedures for aiding workers and industries harmed by excessive imports;
- Policies needed to expand U.S. exports;
- The prospects for exports and imports over the next decade, and how the Kennedy Round negotiations will affect these trends;
- The major tariff and nontariff barriers which must be faced in exporting, and some estimates of their relative effects;
- The consequences for U.S. exports of the adoption by the European Economic Community of a common value added tax;
- The effect of United States foreign investment (and the voluntary restraint programs) on U.S. exports to developed and less developed countries;
- Tariff preferences for products of less developed countries;
- Commodity agreements;
- A free trade area with U.S. participation, and
- The GATT as an instrument for assuring expanded world trade on a reciprocal, nondiscriminatory basis.

The Committee's reviewing of all facets of U.S. foreign trade policies will include both public hearings and written statements.

The written statements should be submitted no later than Nov. 1 to Tom Vail, Chief Council, Committee on Finance, Room 2227, New Senate Office Bldg., Washington, D.C. 20510.

Statements should be limited to about 20 pages and should include a one-page summary of the highlights of the full statement.

The Committee has emphasized that the inquiry will not necessarily be limited to surveying these particular 16 points. Significant recommendations in other areas of U.S. foreign trade policy will also be considered.

Trowbridge to lead Commerce seminar for Pittsburgh unit

Department's services will be explained to businessmen

Secretary of Commerce Alexander B. Trowbridge and top members of his staff will lead a seminar on Department of Commerce services for businessmen, to be held at the Pittsburgh Hilton Hotel on Friday, Nov. 17.

Sponsored by the Pittsburgh Commerce Institute, the program will explain the facilities and capabilities of the U.S. Department of Commerce. In addition to the presentation by the Secretary, participants may attend three of the following discussions:

Bureau of International Commerce—Archie M. Andrews, Deputy Director—Promotion of U.S. exports through international commercial exhibitions, U.S. trade centers, commercial licensing agreements, and appropriate U.S. investment abroad. Also, export control and foreign investment in the United States.

Field Services—Charles F. Boehm, Director—The field offices, one of which is located in Pittsburgh, provide information and consultation on domestic and international business matters.

Business and Defense Services—Rodney L. Borum, Administrator—Industrial and market reporting, business economic analysis, and mobilization and defense planning.

Business Economics—Robert E. Graham, Jr., Chief of Regional Economics—National income, GNP, balance of international payments, economic analyses and reports.

Bureau of the Census—Robert F. Drury, Deputy Director—The gathering of data and publication of statistics.

Patent Office—Edward J. Brenner, Commissioner of Patents—Administration of patent and trademark laws of the United States.

Environmental Sciences Services Administration—Paul H. Kutschenreuter, Director, Office of User Affairs—The Weather Bureau, Coast and Geodetic Survey, environmental data service and national environmental satellite center are covered by this division.

U.S. Travel Service—Sylvan M. Barnet, Jr.—Deputy Director—Promotion of business and pleasure travel from abroad.

TRANSPORTATION SESSION for National Foreign Trade Convention is planned by (seated l.) Robert Norris, NFTC pres.; (seated r.) Paul Dietz, vice pres., Allis-Chalmers; (standing l. to r.) Calvin Reynolds, NFTC; Roger Gilman, Port of N.Y. Authority; and Harold Graham, vice pres., Pan American World Airways. Other participants not shown are M. Cecil Mackey, Assistant Secretary for Transportation Policy Development, Dept. of Transportation, and Frank Nemec, pres., Lykes Bros. Steamship Co.

Economic Development Administration—Lambert F. O'Malley, Deputy Assistant Secretary for Operations—Financial, planning and technical assistance for economically lagging areas.

Bureau of Standards—Shirleigh Silverman, Associate Director—The country's central measurement laboratory.

Registration fee, including luncheon, is $15. For further information, **write:** Stanley C. Marshall, President, The Pittsburgh Commerce Institute, Inc.; 725 Liberty Ave.; Pittsburgh, Pa. 15222.

Memphis seminar to probe exporting

Program calls for plant visits to illustrate lecture topics

"Scalpel . . . sutures . . . export declaration form!"

This sequence could very well take place at a major operation scheduled for Nov. 7-8 in Memphis, when the area's businessmen will probe deeply into the "Anatomy of an Exporter."

Participants will visit "operating rooms" all over the Memphis area, studying various operational techniques employed by successful exporters.

Following a session on Organizing and Operating an Export Business at the Commerce Dept. Field Office in the Federal Building, the conferees will go to the International Division of Plough, Inc., for a step-by-step illustration of details.

After another half-hour talk, on "Advertising Media, Use of Languages and Advertising Techniques," the group will be given a visual demonstration of the subject matter at the offices of Lake-Spiro-Shurman International.

Then they move on to Richards Manufacturing, for a lecture and demonstration of "Export Marketing for the Small Businessman."

The second day's activities will begin with a panel discussion on "Export Transportation and Forwarding," followed by a trip to the Layne & Bowler factory for a demonstration of the operation of a traffic department and export packing.

Next on the list is a visit to Buckman Laboratories, for a talk on "Why Export."

Back at the Federal Building, a panel session will discuss "Export Payment and Credit." The final session will consist of visits to three banks.

Pakistan investment climate reviewed for U.S. firms

Trade Mission's visit there next February, March to focus attention on nation's efforts to attract outside capital

By RICHARD S. ROBERTS
Office of International Investment, BIC

The private investment forecast for Pakistan could be described as "fair and generally sunny; however, subject to occasional thunder squalls and showers."

With an improving investment climate and an enlarging national market, the Pakistan situation is worth a careful look by the U.S. businessman with overseas ventures in mind. To help make looking easier, an official United States Trade in Investment Mission is planning to be in Pakistan from Feb. 3 through March 21, 1968.

The Pakistan Government has taken a number of vigorous steps toward attracting foreign investors. One of the more visible steps was taken Aug. 22 when the Pakistan Minister for Industries and Natural Resources, Altaf Husain, inaugurated the Pakistan Investment Center in New York. The Center's Director, M. G. Dastgir, welcomes expressions of interest from American investors.

Services of Center

Apart from providing U.S. investors with required information or obtaining it for them, the Center will advise and assist Pakistani industrialists in their efforts to attract U.S. private capital and technical know-how. The Center will guide interested American companies in locating suitable Pakistani partners, in formulating details of joint-venture participation or in keeping abreast of future development plans and programs in Pakistan.

The Investment Promotion Bureau in Pakistan will provide the Center in New York with material regarding investment opportunities as they develop in Pakistan. All services of the Center will be without charge and in strict confidence.

Write the Center at 635 Madison Ave., or **call** 212-421-3342.

Pakistan has established certain incentives to attract the foreign investor. They include a pledge not to nationalize, the ability to repatriate investment capital, unrestricted remittances of current profits, flexibility in the extent of local participation, tax holidays ranging from two to six years, liberal depreciation allowances, tax exemptions to foreign technicians, tariff protection to deserving industries and broad export incentives. It is Pakistan's hope that more American companies will participate in a self-sustaining program of development, particularly the program which is designed to provide for self-sufficiency in food.

Until recently the heaviest foreign investments in Pakistan, estimated at $400 million (U.S. share: $50 to $60 million) have been principally in petroleum refining, automotive assembly, tires, chemicals and pharmaceuticals.

There are only 16 foreign food companies, six of which are American, in a country that derives 51% of its gross national product from agriculture. Food grains and edible oils are still major imports. It would therefore appear that the Pakistan decision to concentrate on and give priority to food production, processing and distribution is a sound and correct one.

In furthering the development of the priority food and agricultural industries, the great need for agricultural equipment, food processing and packaging industries with equipment that can handle wheat, rice, sorghum, corn, sugar cane, cotton and the jute crops now being produced becomes apparent.

Internal market

With a population of over 117 million people, growing rapidly, Pakistan should provide a substantial market for food and kindred products. Regional arrangements with Iran and Turkey for joint projects have opened up prospects of an even wider market of 160 million people with a combined gross national product currently estimated at between $25 and $30 billion.

The Investment Advisory Center of Pakistan last June prepared a 157-page publication titled *Investment Opportunities in Pakistan Based on Potential Export Markets in 20 Asian Countries*. This study emphasizes the export potentialities from Pakistan to these countries in over 11 commodity areas. It is available to interested parties from the Pakistan Investment Center headquarters in New York City.

Due to basic financial and development problems, Pakistan is trying to attract investors who will concentrate on products that can be exported, thus gaining the needed foreign exchange to buy more capital goods and agricultural equipment. They have also decided to seek investment in products that will give priority to the use of indigenous raw materials in manufacture.

In accordance with this policy, the Executive Committee of the National Economic Council adjusted the Pakistan investment schedule to encourage investment in the following industries:

Investment limitations

West Pakistan: dairy farming and products, poultry farming and products, wheat and grain milling, bakery and biscuits, solvent extraction from oil seeds and cakes, hosiery and other knitting goods based on local raw material, miscellaneous textiles based on raw material (small industries only), tape and lace, plywood and tea chests, building boats of local raw material, livestock feed, cold storage, carded rope and twine, tanning and curing, leather goods of all kinds, and glue and gum.

East Pakistan: miscellaneous food preparations based on local raw material, cheap quality cigarettes based on local tobacco, wood processing and preserving industries, writing, printing and packing papers, boat building based on local raw material, paper converting and packing board of local raw material, mechanized building bricks and tiles based on local raw material, cold storage.

Agribusiness opportunities

In the agribusiness field, the following lists merit examination for both trade and investment possibilities:

Agricultural Hand Tools: bush hooks, cane knives, corn knives, grass hooks, hay knives, pruning tools, scythes, hand sprayers, hoes, rakes, spades, hay forks, etc.

Mechanical Agriculture Equipment: wheel tractors to prepare and maintain the soil, plant and harvest the crops; corn huskers, shellers, and shredders; plows; planting machines; hay balers and presses; hay mowers, loaders, and stackers; harvesting machines; milling machines; mills and presses for beet, cider and sugar cane.

Food Processing Equipment: food mixers, cookers, choppers, grinders, slicers, containers; food packing, canning,

can testing, soldering, sealing, seaming and labeling machines; vegetable grading, seeding, pitting, peeling, shucking, hulling, washing, steaming, bottling, boxing, wrapping, marking, hoisting and loading machines; kettles; coils; pulpers; juice extractors; strainers, wilters and other machinery.

Food Preservation: freezing and cold storage plants, dehydration machinery, refrigerated trucks and railcars, compressors, copper tubing, controls, cold storage construction, etc.

Due to the intrinsic nature of food production and processing, the more sophisticated machinery would be better utilized at the end of the cycle as the product approaches the packaging, canning and bottling phase. The great number of Pakistani farmers and their level of scientific know-how precludes the extensive use of complicated commercial equipment at this stage of their farming; therefore, the more basic, easily understood and operated equipment is recommended for current consideration in Pakistan.

Additional opportunities

Other possibilities worth examining are:

Irrigation Systems: concrete irrigation pipe, cast metal piping, spray irrigation, flood irrigation, pump jacks, immersible pumps, soil pulverizers (portable), pump sleeves, measuring and dispensing pumps, sluice gates, power controls, valves (heavy duty), ground levelers, water filters, elevated tanks, testing instruments.

Metalworking: iron and steel forging equipment, metal can equipment, cutlery, hand tools, hand saws, saw blades, fabricated structural steel, metal stamping operations using tools, dies, jigs and fixtures to punch, draw, form or modify materials, fabricating plants for steel springs, valve and pipe fittings (irrigation), barrels, drums, kegs and pails.

Industrial Engineering: local joint-venture partners will need industrial engineering and plant layout, design, product design, production layout, scheduling and finishing programs.

Earth Moving Equipment: construction machinery, bulldozers, concrete mixers, dredging machinery, power shovels and pavers are needed if Pakistan's objectives are to be achieved.

Industrial and Agricultural Chemicals: a recent decision provides for establishment of a central naphtha cracking plant to be set up in Karachi using naphtha from the oil refineries. It will be designed to produce approximately 40,000 tons of ethylene, 20,000 tons of propylene, 13,500 tons of C_4 fraction and 32,000 tons of tail gas. It is anticipated that this basic installation will provide raw material for downstream plants producing polyethylene, polyvinyl chloride, polystyrene, polyester fibre and polyester resins using ethylene. It could also provide raw material for polypropylene fibre, polypropylene plastic and dodecyl benzene using propylene. Methanol and formaldehyde could be made from C_4 fractions and tail gas.

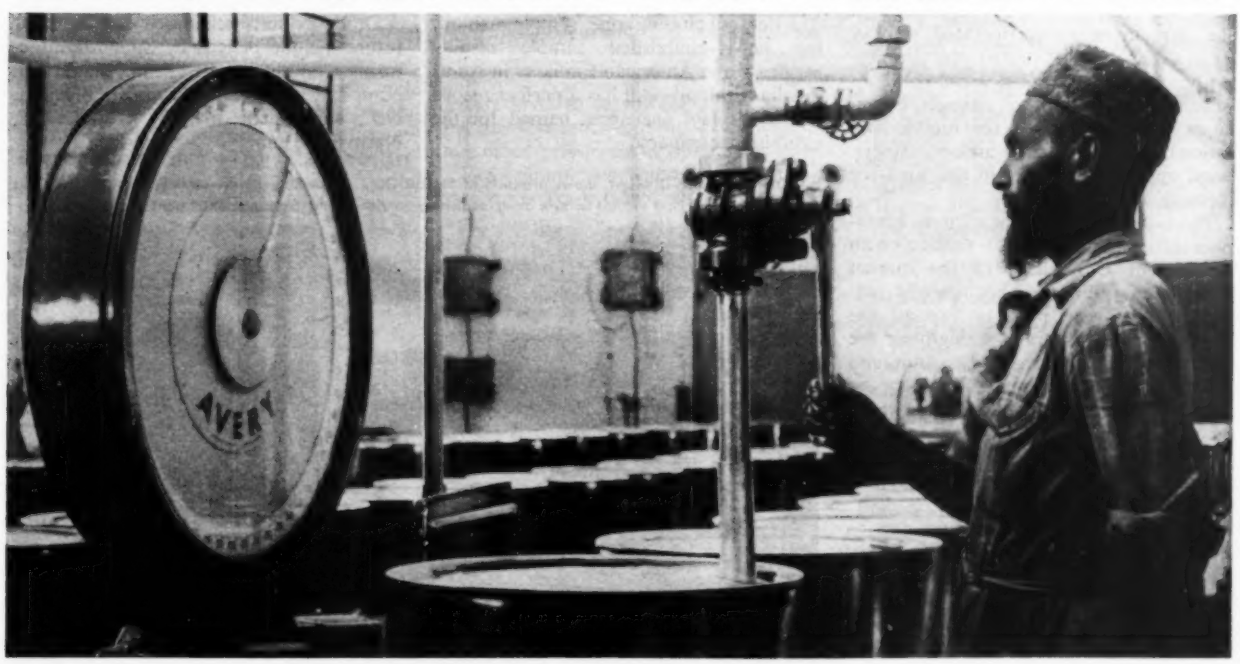
Cautions on investment

There are certain areas of the Pakistan economy where the investment aspects merit close scrutiny. These include regulating practices and policy, farmer bargaining power, position of processors, the pricing system, trade practices, impact of changes on the entire marketing structure, profit margins, hidden and visible taxes that only the potential investor can identify and learn to cope with.

Pakistan has set some correct and reasonable priorities in its investment thinking. Hopefully, its program will turn out to be as practical and business-like in performance as it appears to be in print. Pakistan seems to merit an on-the-spot look from an investor vitally interested in the same areas that interest Pakistan.

American businessmen wishing to examine Pakistan's investment potential can obtain further information and assistance from the nearest Department of Commerce Field Office or by writing the Investment Resources Division, Office of International Investment—878, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

PAKISTAN'S INVESTMENT CLIMATE is generally good, and the Government is taking vigorous steps to attract foreign investors, including the recent opening of an investment center in New York. This man is checking the amounts of lube oil at Standard-Vacuum's Keamari Terminal near Karachi.



U.S. cryogenic, vacuum equipment makers will try to increase German market share

Rise in use of low-temperature liquids creates demand for production, storage facilities; vacuum containers, ion pumps high on want list

A special exhibition at the U.S. Trade Center in Frankfurt, Nov. 27-Dec. 1, will underscore technological advances in American cryogenic and vacuum equipment in applications ranging from food and metals processing and storage to electronics, biomedicine and space.

The exhibition was designed to help U.S. firms open outlets in Germany's fast-growing market for cryogenic equipment—devices for production and use of ultra-low temperatures—and for vacuum equipment, a compatible technology. For example, vacuum insulation is used in the storage of ultra-low temperature liquids.

Sales opportunities in Germany for U.S. cryogenic and vacuum equipment are especially good, according to a market study made in Germany for the Commerce Department. The price of liquid nitrogen, the most common low-temperature liquid gas used by the cryogenics industry, has fallen considerably in Germany in the past year and a half, stimulating its industrial application.

The first plant in Germany to use liquid nitrogen for the quick freezing of food went into production a few months ago. The first cryogenic-refrigerated railway car in Germany also started operating recently.

As the application of cryogenics expands, there is a need for mobile and stationary vacuum tanks and containers. Good opportunities exist in this area for licensing agreements.

The German market for vacuum equipment is estimated at $20 million, with the current U.S. share of the market about $2.5 million. The recently announced five-year plan to expand the German space program strengthens the sales potentials for advanced vacuum and cryogenic equipment by U.S. firms.

Special interest has been shown in high vacuum, ion and diffusion pumps, vacuum research test chambers, vacuum controllers, electron-beam equipment and vacuum deposition monitors.

Most of the high-temperature (up to 3,000°C) ultra-high vacuum furnaces, used chiefly in scientific and industrial research, are imported. The market for this highly specialized equipment is estimated at $1 million a year.

Vacuum equipment used to produce integrated circuits and thin film circuits, especially ion sputtering equipment, is in strong demand.

Growing interest is reported in the electron-beam welding of hermetically sealed cans for microminiature devices.

U.S. firms interested in taking part in the Frankfurt show may obtain more information from the Bureau of International Commerce (code 928), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-967-3842), or from any of the Department's 42 Field Offices.

Sample display draws agents in Ethiopia

U.S. Embassy inaugurates service; exhibitor names representative

After concluding one sample exhibit, the newly-established sample display service at the American Embassy in Addis Ababa, Ethiopia, still has a perfect record —one display, one agent named for the exhibiting company.

The first firm to use the service of the Commercial Office of the Embassy for a sample exhibit was Stolzer Products Corp., New York, makers of buttons, sequins, and sew-on decorations for clothing.

Stolzer's line of products was shown in the street-floor window of the Commercial Office, with signs in both English and Amharic inviting prospective agents in to discuss Stolzer's agency proposal. Ethiopian representatives still interested in selling Stolzer products in that country after discussing price and other terms with the Embassy's Commercial Officer were advised to write directly to the U.S. company in order to make final arrangements.

During the first two weeks of the display, 21 inquiries were processed, over half of which provided serious candidates for the agency.

Stolzer was so pleased with the results of the Addis Ababa display that it has shipped similar exhibits to the four Commerce Department-operated Sample Display Centers in Nairobi, Beirut, Manila, and Bangkok, hoping to complete agency agreements for each of these market areas.

Another exhibit from the Crescent Tool Co. moved into the window spot at Addis Ababa when Stolzer found an agent, and interest has been high in the second showing. Despite the higher price of the Crescent tools in comparison with some of the competition, the higher quality and durability of the items on display has overcome most price objections.

Other exhibits scheduled for the near future include pencils by Spot Manufacturing Co., Shelbyville, Tenn., diaphragm pumps by Almar International, Wyckoff, N.J., and plastic toys by Kusan, Inc., Nashville, Tenn.

WINDOW SAMPLE DISPLAY shows products of Stolzer Corp. to passing public at U.S. Embassy in Addis Ababa, Ethiopia. First exhibit in new sample display service found a permanent agent for Stolzer.

Bangkok Trade Center exhibition to explore opportunities for new U.S. mining equipment in Thailand

January show timed to coincide with national mining convention; interest centers on portable dredges, open-pit mining methods

U.S. makers of mining equipment early next year will take advantage of a double opportunity to do business with Thailand's metals and minerals industry.

The U.S. firms will feature their latest lines in a Department of Commerce sales promotion show Jan. 15-20 at the U.S. Trade Center in Bangkok. The exhibition was timed especially to coincide with the national mining convention of the Thai Department of Mineral Resources.

The two events will help the U.S. exhibitors find buyers and manufacturing licensees and sign up agents and distributors to handle their products in Thailand on a long-term basis.

Twenty-five American manufacturers took part in a similar mining equipment show at the Bangkok Trade Center during the national mining convention in February 1966. The U.S. exhibitors report they did more than $1.8 million worth of business in Thailand in the 12 months following the show.

The Thais have demonstrated they are willing to spend dollars for machines and equipment to develop their many natural resources. A Commerce Department market survey shows that Thailand last year imported some $860 million worth of commercial merchandise. Of that sum, 20 percent went for purchases of U.S. goods.

The Thai economy is stable and the government encourages free enterprise and private initiative. Few import licensing or exchange controls are in effect.

Thailand is the third largest producer of tin ore concentrates in the world, producing about 8 percent of world total. There are excellent market possibilities for small semi-portable dredges, including those on pontoons that can be knocked down and transported easily. They are needed especially for use on some of the inland tin-bearing sands and gravel. Interest in suction-cutter dredges also is growing.

Open-pit mining methods on some of the cassiterite-bearing weathered granites is being considered in Thailand. Another method of mining that would be practical is the "doodlebug" system, not yet introduced in Thailand, according to the latest information available to the Commerce Department.

The main equipment for a self-sufficient doodlebug operation needed for Thailand's alluvial ground is a two-yard drag line, a D-7 or D-8 type bulldozer, a lowboy trailer for hauling equipment, two power wagons, a pickup truck, generator, welding machine, pumps and auxiliary equipment, and an ore-dressing plant.

Thailand's mining activities are centered in a western province which produces tin and tungsten and limited amounts of petroleum, and in an eastern province which has large deposits of iron, copper and gold.

Other minerals found in the two provinces include lead, zinc, antimony, manganese, gypsum, fluorite, lignite and salt. The Thai Government promotes controlled exploitation by encouraging private firms to survey for potential mining developments and by extending tax and other privileges to mining firms.

U.S. companies interested in taking part in the Trade Center show may obtain more information from the Bureau of International Commerce (code 918), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-967-4727), or from any of the Department's 42 Field Offices throughout the United States.

New export workshops

The Sixth Annual Export Trade Workshops will be held in Minneapolis on five consecutive Tuesdays, Oct. 24-Nov. 21.

Sponsored by the Minnesota World Trade Assn. in cooperation with the Regional Export Expansion Council and the Department of Commerce Minneapolis Field Office, the weekly workshops will meet in the Federal Building.

Four trade events highlight November in El Salvador

Three concurrent trade events of interest to U.S. manufacturers have been scheduled in San Salvador, El Salvador, for Nov. 3-12. Two are firsts of their kind for that country—the Arts and Crafts Fair and the Central American Exposition of Pharmaceutical, Chemical, and Related Products—and the third is the Seventh Central American Pharmacy and Biochemistry Congress.

The three events will be held in the permanent exhibition buildings of the International Fair of El Salvador, and U.S. businessmen have been invited to attend the shows.

A fourth fair, the Third International Fair of El Salvador, will be held Nov. 9-30, overlapping with the other shows. More than 20 countries will be represented at the international fair.

Fourth laundry, drycleaning show scheduled for Frankfurt

The Fourth International Laundry and Drycleaning Exhibition has been scheduled for June 9-17, 1968, in Frankfurt, Germany. U.S. manufacturers of machinery and equipment for these industries have been invited to exhibit at the show.

The last edition of the exhibition, held in 1964, attracted 258 exhibitors, 57 of them from outside Germany.

Products especially desired for display include laundry machinery, detergents and other chemical supplies, steam production machinery, water softening devices, rug and carpet cleaning equipment, and self-service coin-operated automatic equipment for both laundry and drycleaning.

Write: Messe- und Ausstellungs, G.m. b.H., 6 Frankfurt/Main 7, Post Box 7726, Germany.

Foundry congress, exhibition set for next October in Japan

The management of the Japan Foundry Exhibition, scheduled for Oct. 6-12, 1968, in Kyoto, has issued an invitation for U.S. firms in the foundry equipment trade to display their products at the show.

For the first time, the International Foundry Congress will hold its annual meeting in Japan next year, concurrently with the Kyoto show, drawing thousands of trade officials to the exhibition.

Write: Takeshi Inoue, Planning Section, Japan Foundry Exhibition, Kyoto, Japan.

Worldwide Business Outlook pages 14-18

CURRENT BUSINESS DEVELOPMENTS IN BRIEF: Stauffer Chemical Co., of New York, and **Costa Rican** interests have formed a new company, Resman Centroamericanas S.A., to construct and operate a multi-million-dollar polyvinyl chloride plant in Costa Rica. . . . The Tanatex Chemical Co. of Lyndhurst, New Jersey, has founded a sales subsidiary in **Germany**—the Tanatex Chemie GmbH., of Krefeld. The new company will sell dies for leather and plastics, mainly from production of the parent company's Dutch subsidiary. . . . Union Carbide Corp. of New York and the National Investment Bank of Accra, **Ghana** have formed a new company, Union Carbide Ghana Ltd., to build a plant near Accra to manufacture batteries for flashlights, radios and other uses. Union Carbide already operates manganese mines in Ghana and a plastics film plant in Accra. . . . Butler Manufacturing Company, Kansas City has licensed Nippon Kokan K.K., a **Japanese** steel firm, to manufacture Butler steel silos, ventilation and dehumidifying equipment and loader-unloaders. The agreement includes technical information, use of patents and personnel training. . . . The **Swiss** National Bank has officially announced the abolition of the ceiling on the commercial bank credits established last March, which provided that increases in credits by individual commercial banks be limited to 7% of the total volume of their credits outstanding at the end of 1966. However, the recent announcement noted that the increase in banking credits during the first half of 1967 was only 3%, making such controls unnecessary. The requirement that medium and large-sized banks report monthly on their outstanding credits to the National Bank will be continued, however. According to the announcement, these statistics are necessary to provide the management of the National Bank with an insight into the development of internal credit.

U.S. exports to Germany should recover in '68; Embassy lists items with top sales potential

U.S. had first unfavorable trade balance since 1959 last year; strong promotional effort needed to maintain 13% market share

By E. F. BECKER

Counselor for Commercial Affairs, U.S. Embassy, Bonn

For the first time since 1959, the United States ran a deficit in its commercial trade with the Federal Republic of Germany in 1966, and will probably run an even larger deficit in 1967.

The current economic recession in Germany was partly responsible for this development, but it was also due to the continued long-term trend in which German exports to the U.S. have been rising more rapidly than U.S. exports to Germany.

Despite the economic weakness of the past year, however, the German economy is fundamentally sound, and U.S. exports should rise in 1968, providing additional opportunities for American suppliers.

U.S. Bureau of the Census figures indicate that the 1966 deficit amounted to $230 million—with imports from Germany valued at $1,789 million and exports to Germany valued at $1,559 million. This compares with U.S. trade surpluses of $165 million in 1965 and $144 million in 1964.

According to official German statistics the U.S. deficit in its trade with Germany was approximately $110 million in 1966. The difference between the U.S. and German figures is mainly due to the fact that the U.S. figures for exports to Germany tend to be undercounted, as shippers in many cases do not know the ultimate destination of goods shipped to transshipment or merchanting countries, such as Belgium or the Netherlands.

In line with the slowdown of German economic activity, the annual growth rate of German commercial imports from the United States dropped from 18% in 1964 to 11% in 1965, and fell further to 1% in 1966. In the first half of 1967 U.S. commercial deliveries to Germany declined by 4% compared with the same period of the previous year.

However, imports from the United States were down less than total German imports (minus 7%) and less than imports from any of Germany's major trading partners except the Netherlands.

While a return to the high growth-rates of U.S. exports in the period 1962-65 is not expected, there should nevertheless be a substantial improvement in 1968 as the German economy recovers from its economic ills.

Special export promotion efforts will be needed, however, if the United States is to maintain its present share of the German import market, which remained virtually stable at about 13% in 1965 and 1966.

U.S. exporters will be faced with the fact that the competitive position of the EEC countries will become stronger as tariff preferences widen. In addition, many of the products formerly imported from the United States are now produced by U.S. manufacturing subsidiaries or licensees of U.S. manufacturers in Germany or other EEC countries, particularly in the chemical, machinery and electrical equipment fields.

This article will deal in depth only with industrial products. There is, however, a substantial import trade in agricultural products from the United States.

Most important item

Machinery represents the most important item among German imports from the United States, reaching a figure of $93 million in the first half of 1967. The outlook for machinery sales remains favorable for 1968, although a trend towards leveling off is evident. Demand for U.S. machine tools, rolling mill equipment and automated equipment, especially automated metal-cutting machine tools, is still high.

There is also potential for increased sales of U.S.-produced labor-saving construction machinery, particularly earth-moving equipment.

U.S. packaging machines and materials (especially plastic foil) should continue

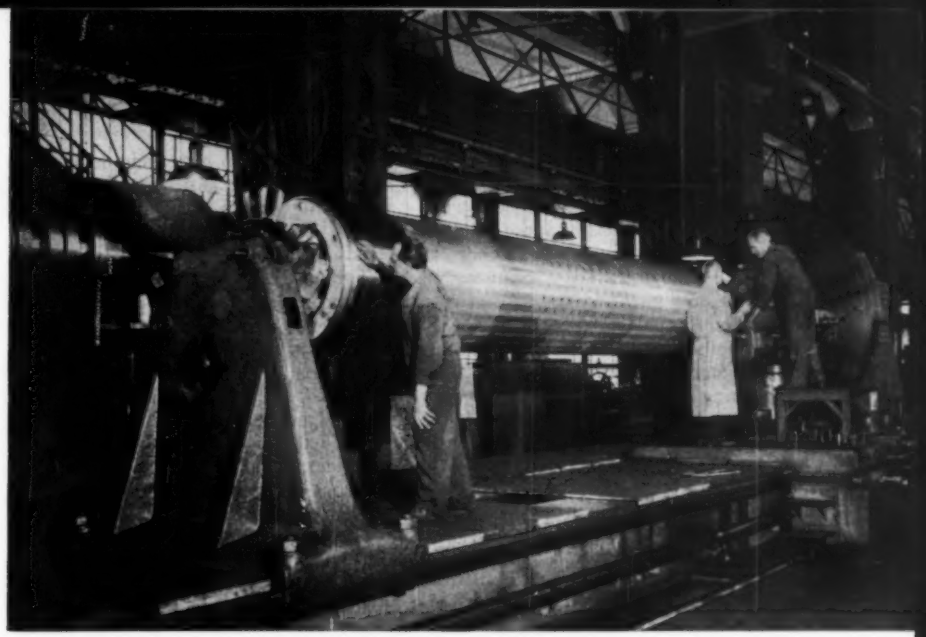
to find a growing market in Germany. Plastics are increasingly taking the place of paper in packaging, and present demand for such equipment and materials is only partially met by domestic and EEC production.

Machine tools

Mechanization and automation are continuing in many German industries, especially in the automotive, shipbuilding, machinery, and electrical industries, which offer considerable opportunities for sophisticated American machine tools.

It is estimated that the four large automobile companies will continue to invest at an annual rate of about $100 million for the next year. The potential for American machine tools in this sector has been estimated at around $23 million.

The electrical industry invested about $400 million in machinery during 1966. Although 1967 investment may be somewhat lower, there is still considerable potential for sales of U.S. machine tools.



MACHINERY IS THE LARGEST CATEGORY of U.S. exports to Germany, accounting for $93 million in sales during the first half of 1967. Above, the assembly hall at the AEG turbine factory in West Berlin.

Materials-handling equipment

Germany is still a comparatively small market for U.S. materials-handling equipment, and U.S. deliveries amounted to $1.2 million in the first half of 1967, compared with $6 million in the whole of 1966. In 1966 the U.S. accounted for 14% of German imports, and potential for increased sales is excellent.

As an example of German interest, one U.S. firm demonstrating trash compacting equipment at the 1967 Hanover Spring Fair had more than 50 offers from German firms interested in representing their firm.

There is also interest in modern material-handling equipment for: the coal industry, automated systems for the chemical industry, equipment for the food industry (where the U.S. is far ahead of domestic producers), modern conveyor belt systems (chemical and physical properties of belt materials are given increasing attention because of higher speeds and volume movements), earth-movers and front-end loaders for further rationalization of building and civil engineering, and equipment for dealing with freight and baggage at airports.

Construction machinery

There is market potential in Germany for modern, advanced building materials and construction machinery and equipment, for which U.S. producers are in a highly competitive position. Of special interest are:

Heavy construction machinery—conveying equipment, diggers, forklift trucks, movable concrete and asphalt mixing plants, plastic mixers, concrete forming systems and troweling machines, concrete vibrators, trenchers, high pressure plastic presses, mechanical rock or concrete drills, vertical drilling equipment, and concrete pumps; and

Powered hand tools and other equipment for reducing construction costs—electric-powered hand tools, such as saws and drills; pneumatically-operated hand tools, pipe cutting equipment, submersible pumps.

Electrical machinery

High and low voltage switchgear (including resistors and voltage regulators) continue to be the most important commodity group covered by this heading to U.S. suppliers. U.S. deliveries of this equipment amounted to $17.1 miliion in 1966, the other principal foreign suppliers of these items are the Netherlands and France.

U.S. deliveries of electric motors and generators increased to $3.1 million in 1966 from $2.7 million in 1965, and there is believed to be potential for increased deliveries of U.S. goods. American suppliers have also been successful in competing with domestic manufacturers, especially in the supply of motors and generators for use by the German petroleum and lignite industries.

Pumps and auxiliary equipment

There is still a good potential for increased imports of specialized pumps from the United States. Among imports of liquid pumps from the U.S. in 1966, the largest increases in recent years were recorded for submersible, piston pressure, rotating gear, and automotive pumps.

There is also demand for the following types of special pumps:

- Specialized sump pumps for building excavations
- Pumps for the chemical and petrochemical industries, such as caustic and corrosion-proof pumps, pumps for liquid gases, and pumps for heavy viscous materials
- Pumps for hydraulic and pneumatic systems
- Impeller pumps to move grainy liquids (with special linings)
- Hydraulic concrete pumps for the building and construction industry
- Gasoline and oil pumps for loading and unloading tankers, storage tanks, tank cars, and
- Ships' pumps—for small river boats and sea-going vessels—such as screw pumps for lubricating, and fuel and water pumps.

Electronic packaging, production

The potential for American products of this type lies in production machinery for "high value" electronics especially machinery not yet available in Germany that is capable of manufacturing highly reliable components with tight precision specifications. The most promising areas are micro-electronics manufacturing equipment, automatic production equipment, and sophisticated testing equipment.

The **chemical** market is favorable for high-quality laboratory equipment, as well as for rugged and reliable process

instrumentation and control, and transducers. The exhibition of U.S. measuring, testing, and control instruments for the chemical industry held within the ACHEMA Chemical Engineering Exhibition at Frankfurt in June was very successful, revealing substantial interest by the German chemical and other industries in high-quality, sophisticated American equipment.

Of the 47 participants in the U.S. group exhibit, 28 firms appointed agents for Germany or other European countries during the exhibit, and 118 agency agreements were under negotiation at the end of the show.

Electronic data processing

A show held at the Frankfurt Trade Center in February showed that there is a good market in Germany for small, specialized computers, computer software and peripheral equipment. However, exhibitors stated that an educational campaign is necessary in order to show potential users to what extent data processing problems can be solved by computers.

Software as available in the United States has not been developed to anywhere near the same professional level in Germany.

An exhibit on production of **printed circuits** at the U.S. Trade Center, in Frankfurt last January showed that there is market potential in Germany for the equipment producing printed circuits quickly and economically. The equipment shown included spray etching machines, circuit board drilling machines, screen-printers, lead soldering machines, microphotography systems for microcircuit requirements, and galvanic plating equipment.

The 15 exhibitors representing 28 U.S. manufacturers reported immediate sales of over $70,000 and projected orders resulting from the show over the following 12 months of around $1.4 million.

Plastics industry

The very sharp rise in German production and consumption of plastics is expected to continue as the opening of new fields of application results in a further expansion of the plastics industry. Special market potential is reported for the following items:

► Manufacturing systems (covering the total production process from the plastic raw material to the finished product);

► Marking, numbering, and decorating machines for plastics;

► Engraving and embossing rolls and plates;

► Plastics scrap handling equipment, and

► Processing equipment for fiber-glass, spraying pistols, and mixing equipment for reinforced plastics.

There is also an increasing demand for injection molders, extruders (particularly for coating paper and metals), and hollow bodies for molding thermoplastic materials.

Three types of U.S. **packaging** machinery have a particularly good potential market in Germany: wrapping and heat sealing machinery (for flexible packages), box wrapping machines, and box filling machines.

A Department of Commerce-sponsored group exhibit of U.S. suppliers at the Interpack Exhibition, Duesseldorf is under consideration for the spring of 1969.

Demand for U.S. **electronic** equipment is expected to increase because of American technological progress in specific areas of telecommunications, nuclear and space electronics, semi-conductors, industrial telemetry, telecontrols, and laser systems. The introduction of color television in Germany should increase demand for imported special electronic equipment, including plumbicon cameras, since requirements probably cannot be met from domestic production.

Microminiature systems and components seem particularly attractive, as witnessed by the success of a trade show on this subject held at the Frankfurt Trade Center in May. Great interest was shown in precision resistors and microcircuits, as well as in integrated circuits, capacitors and diodes. Sales stemming from this show over the following 12 months were estimated at about $1.2 million, and one exhibitor alone anticipated sales of up to $800,000 for encapsulated precision resistors and microcircuits.

Microfilming and Reprography

There is market potential for universal hand-operated or semi-automatic or fully automatic microfilm cameras, camera feeding equipment, and inexpensive film readers; also for efficient automatic microfilm systems for large industrial plants, and other reprographic equipment, such as desktop diazo printers and copying equipment, and enlarger printers from microfilm to diazo dimensions.

There is reported to be a large undeveloped market for photography in industry in Germany. Although similar needs exist, the uses of photography, which are common in the United States, have been only barely introduced in Germany.

Products likely to be successful in the German industrial microfilm market are engineering reproduction equipment; reading microscopes (for use in systems that can achieve up to a 2,000 times reduction); and automatic developers.

Pneumatic and hydraulic power tools and elements for industrial applications are of growing importance in Germany. In many categories in this field, U.S. products—particularly in fluidics—enjoy several years' lead over competitive domestic tools and elements. Advanced American systems, such as overhead air rail distribution lines, are considered to have a good potential market in Ger-

In the pneumatic field, U.S. products —either manufactured in Europe or imported from the U.S.—account for about 50% of the market. Imports from the U.S. have a share of about 10% of the annual German import market of $12-14 million.

Environmental test equipment

An exhibition held at the U.S. Trade Center showed that there is an immediate and long-term need for all types of U.S. environmental test equipment. In particular, there is demand for simple and complex vibration pieces of equipment, high and low temperature test chambers, altitude test chambers, and centrifuge equipment; also equipment for solar simulation, and simulation of explosion, sand and dust, rain and sunshine, ozone and the like.

There is market potential in Germany for a variety of types of American **automotive testing and repair** equipment, especially systems used in diagnostic centers such as dynamometers, etc. Driver testing and training equipment, equipment for self-service garages, washing and repair service stations, and also "hot rod" equipment (use of which is only just commencing in Germany), also have interest for U.S. exporters.

Chrysler's Irving Minnett named to export council

Secretary of Commerce Alexander B. Trowbridge has announced the appointment of Irving J. Minett, group vice president for international operations of the Chrysler Corp., to a two-year term on the National Export Expansion Council.

The 72-member Council advises the Secretary on matters of U.S. export promotion and expansion.

Minett was named to his present position at Chrysler in 1961, and was appointed to the board of directors in 1964. He is responsible for all Chrysler operations outside the U.S. and Canada.

He is a former chairman of Detroit Regional Export Expansion Council and is a director of the National Foreign Trade Council and the International Road Federation.

German value-added tax to end system of cumulative taxation

Old cascade-type turnover tax to be replaced on Jan. 1; move is in accordance with EEC tax harmonization directive

An important change in German taxation of interest to all American businessmen manufacturing or selling in Germany will take place Jan. 1, 1968. A new tax-on-value-added system will be introduced to replace the present cascade-type turnover tax on transactions and services.

The new system was devised in accordance with a Common Market tax harmonization directive which calls for a value-added tax in all Common Market countries by Jan. 1, 1970.

The present German cascade-type turnover tax is a multiple-stage gross turnover levy on the selling price of a good or service in each transaction. At each stage the turnover tax becomes an inseparable part of the price and at each succeeding stage the rate is applied to the total price, including all turnover taxes previously paid. Thus the present system amounts to cumulative taxation—taxes on taxes already paid.

The principle of the new tax is that only the actual net value added in each stage of production or handling shall be subject to taxation, thus avoiding cumulative taxation. Under the new tax, costs of production or handling (including profits) are always kept separate and distinct from the amount of the tax; the manufacturer or distributor is permitted to deduct from his total tax liability the turnover tax he has paid on goods purchased for further processing or distribution. The tax, which is intended to be a consumption tax, is thus passed on, through all stages, to the final consumer who is charged with the full amount of the value added tax.

Under the new system, imports will be subject to an import equalization tax equal to the value added tax applicable to the same good produced within Germany. But the importer will be able to deduct the equalization tax when he sells the goods. Exports are exempt from the value added tax; exporters will be reimbursed for the exact amount of the value added tax paid in the production and distribution of the export goods.

Inventories on hand on Jan. 1, 1968 will be subject to partial relief in the form of reimbursement of part of the turnover tax already paid under the old system. Fixed assets acquired before Jan. 1 1968 will not be relieved from the burden of turnover taxes already paid, but fixed assets acquired after that date will be fully relieved from the new tax.

However, during a five year transition period, 1968-1972, a special investment tax will be levied on fixed assets acquired during that period, the rate to decline gradually from 8% in 1968 to 2% in 1972 and 0% in 1973.

When the new law becomes effective the general rate of the value added tax on most items will be 10%. Numerous items, however, will be taxed at lesser rates. For example, many food and agricultural products, some types of printed matter and some professional services will be subject to a 5% levy. The German Government has proposed a bill which would increase the general rate from 10% to 11% effective July 1, 1968.

To assist businessmen in dealing with the new tax regulations, an Overseas Business Report "German Turnover Tax Law of May 29, 1967" (OBR 67-70) containing a translation of the text of the law and a brief analysis has been prepared. Copies may be ordered for 15 cents from the Department of Commerce or any of its field offices.

Belgian slowdown seems to be ending; U.S. prospects good

Economy seen ready to resume normal growth in near future

The performance of the Belgian economy in the first half of 1967 confirmed predictions that growth of gross national product (GNP) would be minimal during the year.

Most observers now predict an increase in real GNP of only 1 to 2% for the entire year, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Brussels.

Unemployment increased about 50% over the corresponding period in 1966 (fully unemployed in August were 52,000, partially unemployed 22,000).

Total exports for the first eight months were down 1% from the same period of 1966. The number of bankruptcies increased from 606 in the first eight months of 1966 to 716 in the same period of 1967.

On the other hand, there are now signs that economic conditions in Belgium's best export markets, Germany and the Netherlands, are improving.

Thus it is likely that the last part of 1967 and early 1968 will show a recovery of the Belgian economy toward more normal rates of growth.

The climate for American investment continues to be good.

Imports from the United States have held their own, increasing more over the first half of the year than total imports. However, there are some potential threats to U.S. imports which must be watched closely.

Zambia continues to offer U.S. good business openings

Foreign skills, capital invited to aid in development effort

Zambia continues to offer American commercial interests substantial opportunities to participate in the creation of a modern economy.

The four-year National Development Plan is now entering its second year, with significant progress being made in development of infra-structure, according to a telegraphic summary of the latest Economic Trends Report from the U.S. Embassy in Lusaka.

The copper industry, which is the financial base for Zambia's economic growth, is proceeding with investment and development programs which, unless there is a major collapse in the world price of copper, will continue to provide the government with financial resources adequate to implement many projects without outside assistance.

However, this internal resource is not

sufficient to meet all needs and the government, realizing this, continues to court enlightened foreign capital.

Even more important is the recruitment of skills needed in expanding numbers to service the development plan.

Meanwhile, aside from development needs and goals common to other developing countries, Zambia is proceeding with a mammoth program of trade-orientation and the development of new supply routes.

This official government position offers American firms wide-open opportunities to develop growing relations with Zambia by providing the skills, transportation, and capital goods necessary to implement these various Zambian programs.

Curbs on foreign labor slow Swiss industrial growth

However, manufacturers still have full order books and imports of consumer goods are increasing

Switzerland's restrictions on foreign labor, a still somewhat limited availability of capital, and a slackening of export demand have led to a decline in industrial investment, a drop in employment in the manufacturing industries, and a slowdown in the growth of output.

On the other hand, most Swiss manufacturers have full order books. Consumer demand is high and imports of consumer goods are increasing rapidly, offsetting a decline in machinery imports, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in Bern. Public demand is rising even more rapidly, with public construction expenditures surpassing the value of residential construction.

The slower rate of economic growth has not been accompanied by a lessening of inflationary pressures. The rise in the cost of living is accelerating and can be expected to boost wage levels.

A new Government policy on foreign labor is expected at the beginning of next year. This should provide for greater mobility of labor and permit more dynamic firms to expand, thus increasing demand for U.S. machinery.

Prospect of record crops brightens India's outlook

Demand for agricultural goods expected to continue rising

India is expecting record crops this year, due to a happy combination of plentiful rains, increased use of fertilizers, and higher-yielding varieties of grain. With prospective food production and grain prices both at high levels, sharply increased rural income is anticipated, according to a telegraphic summary of the latest Economic Trends Report submitted by the U.S. Embassy in New Delhi.

The recession in the manufacturing industries is showing signs of easing. Industrialists expect an early upturn in light manufacturing industries, but continued slowness in capital goods.

Rising demand is forecast for chemicals, fertilizers, pharmaceuticals and goods related to the rural economy.

The national income is expected to move clearly upward during the remainder of the current Indian fiscal year, which ends Mar. 31, 1968, following two straight years of falling per capita income due to drought.

Restrained Governmental spending and lagging public revenues, as a result of the recession indicate that the country's heavy industries will recover slowly. Sales and profit prospects for most private industries are, however, improving.

The labor picture is expected to show a record level of lost time during the current year from industrial disputes, with most of the unrest concentrated in the Calcutta area. Labor relations are generally normal throughout the remainder of India.

The general implications for the United States in the first part of 1968 are:

- Fertilizer exports to India are expected to remain strong and foodgrain requirements from the United States will be high despite record crop forecasts;
- Other export prospects include chemicals, non-ferrous metals, alloy steel, electrical machinery, specialized metal-working machinery, industrial spares and components;
- Sufficient foreign exchange to cover anticipated imports is expected to be available for the remainder of the current Indian fiscal year;
- Sales and profit expectations are favorable for most U.S. companies in India;
- A Government-appointed committee has emphasized the continued need for foreign know-how on a selective basis, and
- Investment openings for U.S. companies are increasing despite some complications and policy uncertainties.

El Salvador's growth slowing down after five vigorous years

U.S. exports likely to suffer, but investment outlook is good

The Salvadoran economy is slowing down after five years of sustained high-level expansion. Growth of the gross national product (GNP) is estimated at less than 5% in real terms, down from the five-year average of over 6%.

The Government has taken measures to help stimulate the economy, but some further decline is likely before new public investment programs take hold, according to a telegraphic summary of the latest Economic Trends Report from the U.S. Embassy in San Salvador.

Coffee production will exceed two million bags this crop year. El Salvador was assigned an export quota of slightly over 1.6 million bags at the September meeting of the International Coffee Agreement in London. Surplus coffee management will not be a problem, however, since present stocks are minimal.

Industrial production and exports to the Central American Common Market (CACM) are holding up well, though some soft spots are developing which are causing increased demands for tariff or other protection.

Construction activity is down sharply, although recent government credit expansion to the housing industry may cushion the decline. Retail sales are down significantly from last year.

Commercial bank credit has been tightened; this, plus a tightening of exchange controls late in September, will significantly constrict imports at least temporarily. U.S. exports are likely to suffer during this period of restraint.

In contrast, the outlook for investment is relatively favorable for sound projects which look to long-term Salvadoran and Central American growth.

Two escape clause tariffs ended, two extended to 1970

President calls terminations support of free trade flow

In an action he described as giving "basic support for a program to eliminate any unnecessary barriers to the freer flow of trade," President Johnson has permitted the escape clause tariff on typewriter ribbon cloth and stainless steel flatware to terminate. At the same time he signed an extension to Jan. 1, 1970 of escape clause tariffs on sheet glass and Wilton and velvet carpets.

About the extension, he noted that expected imports of sheet glass and carpets would cause severe job dislocation in domestic industry. Many of the plants are located in regions of large unemployment with limited opportunities for reemployment in other industries. In the opinion of the Departments of Labor and Commerce, the adjusted assistance provisions of the Trade Expansion Act are at this time not an adequate remedy for these dislocations.

The President said he is appointing a task force of representatives of the Departments of Commerce, Labor, the Small Business Administration and other agencies to make a comprehensive study of the industries involved and of the small communities in which many of their plants are located. The group will inventory government assistance programs available to these areas, search for alternate employment and take other steps which will work out long-term solutions to the problems created by job dislocation.

The President commented: "The United States, like all trading nations, must be willing to buy the products of other countries if we expect them to buy ours. So we are keenly aware of the importance of expanding trade. At the same time, we —like other nations—maintain a fair and just concern for the well-being of those industries and their employees who suffer unusual hardship from imports."

Meanwhile, the Tariff Commission, in a report to the President, declared that eyeglass frames are not being imported into the United States in such increased quantities under trade-agreement concessions as to cause, or threaten to cause, serious injury to the domestic industry.

The Commission was petitioned under the 1962 Trade Expansion Act to undertake an investigation by the International Union of Electrical, Radio and Machine Workers, AFL-CIO, and its affiliate, the Optical Council, representing workers in some U.S. plants that make frames.

In its unanimous finding, the Commission reported that although imports of eyeglass frames have increased in recent years, there also has been a substantial increase in U.S. production, employment has increased moderately, the trend of prices received by domestic producers has been upward, and the industry's profits have risen significantly.

U.S. suppliers to equip Venezuelan aluminum plant

An $8 million Alliance for Progress credit, authorized by the Export-Import Bank, will enable Aluminio del Caroni, S.A. (ALCASA) to finance purchases of U.S. equipment and services needed to expand its aluminum plant.

ALCASA is owned jointly by Corporation Venezolana de Guayana, an agency of the Venezuelan Government, and Reynolds International, Inc., a subsidiary of Reynolds Metals Co., Richmond, Va.

Annual ingot capacity of ALCASA's plant in Ciudad Guayana will be increased from 22 million lb. to 50 million lb. and related fabricating facilities will be expanded at a cost of $42.9 million.

U.S. suppliers of equipment to be financed by the Eximbank credit will be selected by ALCASA.

Italian carrier to buy four Boeing 747 jets

Alitalia-Linee Aeree Italiane, S.p. A., the Italian flag carrier, will purchase four Boeing 747 jet airliners and related equipment and services for a total delivery price of $107 million.

The Export-Import Bank, the Boeing Co., and Istituto Mobiliare Italiano, a quasi-governmental credit agency in Italy, have signed an agreement to help finance the purchase. A $35 million credit is being extended by Eximbank and a $3.9 million credit by the Boeing Co.; Alitalia is paying $21.4 million in cash. Eximbank has agreed to consider financing the remainder as the delivery dates for the aircraft—now scheduled for 1970 and 1971 —approach.

Application deadlines set by AID under new investment program

Deadlines for receiving applications from potential U.S. investors in housing projects in Panama, Peru, Venezuela, Jamaica and British Honduras have been released by The Agency for International Development (see INTERNATIONAL COMMERCE, Oct. 9, p. 36).

AID's Housing Investment Guaranty Program is limited to projects which will demonstrate qualitative improvements in the home construction and finance industries in the selected countries.

Each such project must be sponsored by a joint venture composed of a qualified, experienced U.S. builder and a host country entity. The total value of the U.S. investment in any one project is limited to a maximum of $3 million, with a minimum project size of $1 million.

Applications for investment guaranty under AID's program must be submitted to the U.S. AID Mission in each of the selected countries (or, in British Honduras, the U.S. Consulate) during the first fifteen days of the month in which applications are due. Terminal dates scheduled for 1968 in each country are: Panama, Jan. 15; British Honduras, Feb. 15; Jamaica, March 15; Peru, April 15; and Venezuela, May 15.

Amounts available

Each selected country has been set a maximum allocation and the following amounts are available: Panama, $6 million; British Honduras, $1 million; Jamaica, $6 million; Peru, $9 million; and Venezuela, $9 million.

Only one application in each country will be accepted from any proposed sponsor. An application fee of $1,000 must accompany each application submitted.

Detailed information on the Program, including criteria governing selection of projects, sponsors, investors and others associated with project development, may be obtained from the U.S. AID Mission in the host country in which a prospective sponsor may be interested, or in British Honduras, the U.S. Consulate, or from the Agency for International Development, Latin American Housing and Urban Development Division, Washington, D.C. 20523.

Korea's new trade system expected to result in higher import levels

Government approval no longer needed for non-restricted items; special group appointed to study further liberalization measures

The Korean Government has implemented a "negative list" trade system which represents a significant liberalization of its previous import as well as export trade procedures.

Under the new system, all import items not listed as restricted (which require approval by the appropriate ministries) or prohibited (the "negative list") are automatically importable into Korea.

Previously, all items not designated as prohibited, restricted, or normal import items were "unspecified" and required government approval on a case-by-case basis. The large "unspecified" list has thus been eliminated.

Trade system revised

The recent revision also provided for a substantial reduction in the level of quota restrictions, and both actions are expected to facilitate an increase in imports. As under the previous trade system, raw materials and machinery that will be used in earning foreign exchange are automatically approved for import, regardless of their classification.

On the basis of the six-digit Standard International Trade Classification (SITC) listing, out of 30,000 sub-items listed, 17,128 are now automatic approval imports, 10,255 are restricted imports, and 2,617 items are prohibited imports.

Based on the four- or five-digit SITC classification, out of 1,312 items, 792 are now automatic approval, 402 are restricted, and 118 are prohibited imports. Because of the differences in classification between these items and those under the earlier trade system, it is difficult to determine how extensive the liberalization has been.

However, the Minister of Commerce and Industry, in announcing the new trade system, stated that 3,761 sub-items were previously on the automatic approval list and 91 were on the restricted list, all others being prohibited or unspecified. According to the Minister's statistics, 13,367 additional sub-items are now automatically approved for import.

On the export side, out of 30,000 items listed by six-digit SITC classification, 26,956 are automatic approval, 2,456 are restricted, and 579 are prohibited.

Further liberalization planned

A special group known as the Industrial Rationalization Promotion Committee has been established at the Vice Ministerial level and will be chaired by the Vice Minister of the Economic Planning Board. The Committee will gather information on various products and will suggest and approve further liberalization.

On its recommendation several important import items are expected to be liberalized next January and July. These items are likely to include imports that could compete with domestic industry and could include consumer durables, chemicals, machinery, and industrial raw materials.

The most heavily protected items are those produced by agriculture, fisheries, and small industries.

Although the extent of liberalization undertaken has been limited by some concern regarding the impact on Korean industry, a large increase in imports is expected to result from the new system.

U.S. exporters are expected to benefit under the new trade system. The competitive advantage which Japan enjoys as a result of its nearness to Korea was somewhat lessened recently, as a result of a regulation requiring 100% prior deposits on imports of machinery from countries whose normal shipping time to Korea is less than ten days. The prior deposit rate for machinery from other sources (including the United States) is 50%.

Information on items listed under the new trade system may be obtained from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

This information updates the section on Import Licensing in OBR 67-55, *Foreign Trade Regulations of the Republic of Korea.*

World Bank loan aids Tunisia development

The World Bank has approved a loan equivalent to $10 million to the Societe Nationale d'Investissement (SNI), a development finance company in Tunisia.

SNI is the principal institutional source of medium and long-term loans and equity finance for industrial and tourist enterprises in Tunisia. The Bank loan will increase SNI's resources to the equivalent of about $22 million, covering more than three-quarters of the funds SNI expects to need for its operations during the period 1967-69 for its foreign exchange lending.

During 1966 and the first four months of 1967, SNI approved 35 loans totaling $6.1 million, the greater part of which were foreign exchange loans. The projects financed were 9 hotels and 13 manufacturing industries.

Tourism is proving to be the sector with the greatest growth potential in Tunisia and the Government intends to leave most of the new investments in this field to private enterprisers. Foreign exchange receipts from tourism have been increasing about 60% a year since 1961, amounting to the equivalent of D15 million ($28.5 million) in 1966. In the three-year period 1967-69 it is estimated that total private investment in tourism and industry will amount to some D42 million ($80 million).

Netherlands eases policy on credit purchases, loans

In an effort to stimulate consumer spending, the Dutch Government has eased restrictions on installment purchases and personal loans. The required down payment for most consumer durables will be reduced from 25-30% to 20% and for automobiles from 45-55% to 35%. A previous control that limited growth of personal loans to 12% per year has been abolished.

The volume of installment purchases in 1966 was $295 million, up 10% over 1965. The rate of increase, however, showed a decline from the 11% registered in 1965 and 12% during 1964. The liberalization could well change the trend and spur increased sales of imported as well as domestic consumer durables.

Investment Opportunities pages 21-22

Unless noted otherwise, each opportunity listed in this section is identified by a project number. Firms interested in following up a proposal can obtain the name and address of the foreign firm along with any additional information which may be available by writing: Office of International Investment, BIC-876, U.S. Department of Commerce, Washington, D.C. 20230. Requests should be under company letterhead and must identify the particular opportunity by its project number.

The designation WTD following the project number indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms interested in joint venture or licensing arrangements abroad. Call Area Code 202, WO. 7-3786 or write: Office of International Investment, BIC-878, U.S. Department of Commerce, Washington, D.C. 20230.

Brazilian drug firm seeks agreement

Interested in producing pharmaceutical specialties

A Sao Paulo manufacturer of ethical pharmaceuticals seeks a licensing agreement with an experienced U.S. drug firm to produce pharmaceutical specialties that have entered the market within the past few years.

Established in 1875, the Brazilian concern for many years produced patent medicines. It has gradually discontinued these lines and since 1931 has been primarily engaged in making ethical pharmaceuticals.

The Sao Paulo company employs a sales force of 153, distributing its products throughout Brazil. Branch offices and warehouses are maintained in the states of Guanabara, Pernambuco, Rio Grande do Sul, Parana, Bahia and Minas Gerais. Reportedly, the firm has acquired a 17,000 square meter site, where it plans to build new facilities.

The concern has attained a prominent position with physicians, reportedly, due not only to its quality products, but its sponsorship of medical publications in Portuguese. Formerly, these books were only available in other languages. Project 7938. WTD.

Dutch firm wants to make components under license

A distributor of electronic components and accessories seeks a license to manufacture these products for both military and industrial application.

The Dutch firm is interested in making semiconductors, triacs, TTL and MOS integrated circuits, tantalum capacitors, photosensitive components and full wave single phase rectifier bridges. Project 7947. WTD.

Three Australian producers look for license agreements

Three Australian companies seek licenses to manufacture gas, solution and dry chemical feeders, control equipment and accessories, materials handling equipment, high pressure fire fighting pumps, and plastic products.

- A license to produce gas, solution and dry chemical feeders, plus control equipment and accessories is sought by an Australian company which imports and distributes meter equipment for the chemical industry and makes such related products as control valves.

Plant equipment includes lathes, grinders and welding equipment and the company maintains adequate warehousing facilities. It has a branch office in Sydney and agents in all of the other Australian states. Project 7945. WTD.

- A firm engaged in the injection and blow moulding of such plastic products as hardware, disposable containers, toys and novelties, seeks to make additional articles under license. The company claims to have sales representation in all of Australia's states. Project 7942. WTD.
- Established in 1946, a manufacturer and distributor of pumps, compressors and bench drills seeks a license to make all types of materials handling equipment and high pressure fire fighting pumps.

The firm's 20,000 sq. ft. plant contains both engineering and production facilities. The company has 40 employees, plus four traveling salesmen and distributes its products throughout Australia. Project 7944. WTD.

Argentina proposes detergent venture

The Argentine State Petroleum Entity (YPF) has issued a call for bids from private firms to organize a partnership form of venture with YPF for the production of the material to be used in manufacturing the synthetic detergent dodecylbenzene propylene tetramer. YPF will provide the basic raw stock from its La Plata refinery.

Bidders are required to accompany their proposals with a deposit of 2 million Argentine pesos (approximately $5,715). Deadline for submission of bids is 11:30 a.m., Jan. 25, 1968.

Copies of bid conditions can be obtained for 5,000 Argentine pesos ($14.29) by requesting Public Bid No. 500/67 from: The Argentine State Petroleum Entity, Time and Life Building, Room 3717, 1271 Avenue of the Americas, New York, N.Y. 10022.

French ship builder seeks collaborative arrangement

Established in 1920, a boat and ship builder seeks a license or similar collaborative arrangement to engage in industrial activities related to its operations.

The French company claims to have broad experience in the production of different types of ships, including barges, tug boats and fishing raft of both metal and wooden construction. It operates a well equipped shipyard on the banks of the Garonne river, employing about 100. The firm's workshops and other installation, which encompass four shipways, cover around 20,000 square meters with 6,000 square meters under shelter. Project 7948. WTD.

New Zealand firm seeks to make loaders for trucks

A license or similar arrangement to produce tail-gate lift loaders with 1,500 to 2,000 lb. capacity for use on commercial vehicles is sought by a Wellington manufacturer.

The New Zealand company is interested in either a hydraulically operated loader or a battery operated type. Project 7940. WTD.

Indonesia has new investor's incentives

Report available on various investment opportunities

A guide to the new investment policies and procedures in Indonesia has been prepared by Donald W. Hoagland, a Denver, Colo., lawyer, currently a consultant to the Indonesian Government on investment policy.

The report was prepared in response to a request by the Indonesian Government to the U.S. Agency for International Development. It was presented at the Pacific-Indonesia Business Association (PIBA) meeting in Djakarta, Aug. 3-5, and will be used by the Indonesian Government in its preparation of a more comprehensive guide.

The views expressed in this helpful 22-page report, Hoagland stresses, are his and not the official views of any government.

The report summarizes the new investment incentives and priorities, and regulations regarding business organization, taxes, land use, and use of foreign personnel. It also cites names of Indonesian officials responsible for investment decisions and steps necessary for approval of investment proposals. A preliminary guide to projects which may offer investment opportunities is included.

Copies of the report may be obtained from the Far Eastern Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230. Reference copies are also available in the Department of Commerce Field Offices.

Philippine mining venture proposed

Reported to contain substantial reserves of iron ore, a mining concession on Luzon Island is offered for private U.S. capital participation in development and exploitation on a joint venture basis. Details of the arrangement are subject to negotiation.

The deposits are located in the Municipality of San Miguel, Province of Balacan, and are reportedly the property of a Filipino landowner.

According to a survey made in 1956 by a Japanese geologist, the mining properties cover an area of about 84 acres with indicated probable reserves of nearly 600,000 tons and possible additional reserves of over 400,000 tons. Comparatively irregular and varied grades of the ore may average 55 to 58% ferric content.

The deposit consists mainly of magnetite and hematite and intrudes along a fissure in limestone. Project 7936. WTD.

Belgian companies want U.S. licenses

U.S. licenses are sought by two Belgian firms to manufacture products related to their present lines.

- A producer of a broad range of compressors and pneumatic equipment seeks licenses to manufacture products complementary to its present line. The products would be marketed primarily in Belgium, The Netherlands and Luxembourg.

The Belgian concern makes air compressors from 5 to 1,500 hp., vacuum pumps, compressed air and electric hoists for mines and quarries, rotating compressed air motors and hand operated rock drills from 20 to 45 lb. An industrial refrigeration division manufactures refrigeration compressors, cooling apparatus, and heat exchangers.

The firm's operations cover 10,000 square meters of floor space and employs about 100. Plant equipment includes numerous machine tools, sheet metal fabricating machinery and facilities for the assembly and painting of products. Project 7943. WTD.

- Located near Antwerp, a manufacturer of bakery and confectionery equipment, wrapping machines, pneumatic conveyors and drying ovens seeks licensing agreements with U.S. firms.

The Belgian company, which is actively engaged in sheet metal work, and has prepared turnkey projects for bread and biscuit plants, would consider the manufacture of products related to its present lines. It is also interested in making prefabricated walls and panels, automatic cleaning and pickling equipment, materials handling machinery, blenders, industrial air-conditioning or ventilating equipment, processing systems and conveying apparatus.

Founded in 1908, the Belgian firm has about 150 employees. Its facilities, including a power plant, cover 75,000 sq. ft. on a 118,000 sq. ft. site. The company exports a great deal of its production. Project 7941. WTD.

Kenya firm seeks production rights for refrigerators

U.S. licensor is asked to furnish drawings and specifications

A Nairobi firm of manufacturers' representatives is interested in a license to initially produce refrigerators and at a later date inexpensive washing machines and water heaters.

The Kenya company seeks an arrangement granting it exclusive production rights for East Africa on a royalty basis of not more than 5%. A U.S. licensor would be required to furnish drawings and specifications, but engineering services would probably not be necessary.

Based on its market survey, the Nairobi company claims it can distribute between 4,500 to 12,000 refrigerators annually in East Africa. Plans call for the manufacture of 4,500 four cu. ft. refrigerators in the first year.

The company would initially support 300 unassembled models and from this point go into complete domestic manufacture with the exception of the motor and compressor units. Production of these parts would start in the second year.

Currently, the Nairobi firm distributes such fishing equipment as rods, reels and lines, domestic appliances, stationery supplies and technical instruments. It represents several U.S. manufacturers, and employs six salesmen. Project 7939. WTD.

German firm seeks license to make electrical items

A Berlin manufacturer of electrical and telecommunications components and related products is interested in obtaining U.S. licenses to make these electrical components: electric signalling apparatus; circuit breakers; weak current installation materials; capacitors; high frequency chokes; beryllium copper contact springs and sets; 19" switchboard units; electrical contacts; automotive interrupter contacts and other electronic devices.

The German firm has about 600 employees and reports annual sales of about $3.2 million; 45% of sales are exports. The company says that it would send executives to the United States to negotiate with interested U.S. firms. Project 7933. WTD.

World Trade Opportunities pages 23-31

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6059. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

FRANCE—Vegetable and flower seeds. Direct purchase and agency. Simon Louis Freres & Cie (importer, wholesaler), 91 Bruyeres-le-Chatel. WTD 4-67.

201 Meat products

FRANCE—Frozen offals. A. Ouhlen & Fils "Les Grands Viviers de Primel" (importer, wholesaler), Diben-Primel, 29N Plougasnou. WTD 4/67.

SOUTH AFRICA—Fresh frozen trimmed pancreas for preparation of crystalline insulin. Quantity required per annum 20 short tons packed in suitable containers weighing not more than 100 lb. each. Mr. J. M. Scott, Managing Director, B.P.D. (South Africa) (Pty.) Ltd. (manufacturer, processor), P.O. Box 45, Jeppestown, Transvaal. WTD 9/67.

203 Canning, preserving foods

FRANCE—Canned salmon and shrimps; smoked, salted, dried, pickled salmon; quick frozen, cold pack shrimps; cooked frozen packaged fish, other sea food. A. Ouhlen & Fils "Les Grands Viviers de Primel" (importer, wholesaler, Diben-Primel, 29N Plougasnou. WTD 4/67.

SWEDEN—Canned food products of all kinds, including snacks. Direct purchase and agency. Theodoridis & Co. AB (importer, exporter, wholesaler, sales agent), Hantverkargatan 34, Stockholm K. WTD 9/67.

THAILAND—All kinds of food in cans and packages. Requests c.i.f. prices. Direct purchase and agency. Yong Heng Ltd., Part. (importer, wholesaler), 83 Sampeng St., Trok Tao, Bangkok. WTD 8/67.

204 Grain mill products

FRANCE—Prepared feed, including mineral for domestic animals. Simon Louis Freres & Cie (importer, wholesaler), 91 Bruyeres-le-Chatel. WTD 4/67.

207 Confectionery

FRANCE—Confectionery-type chocolate, chewing candy, candied fruits, candy covered nuts, popcorn balls, chewing gum. Direct purchase and agency. Societe Etar (importer, wholesaler), 15-17 Passage du Sud, Paris, 19eme. WTD 4/67.

209 Food preparations

COLOMBIA—Soybean, fish oil, hydrogenated oil, industrial raw materials for manufacture of edible cooking oil, shortening. Requests price c.i.f. Barranquilla. Fabricas Unidas de Aceites y Grasas Vegetales S. A. (manufacturer, importer, wholesaler), Apartado Aereo (Air Mail P.O. Box) 2289, Barranquilla. WTD 8/67.

221 Broad woven fabric mills, cotton

CYPRUS—Cotton handkerchief fabrics. Delivery c.i.f. Cyprus. Direct purchase and agency. Mehmet Ozturk (importer, exporter, manufacturer, distributor), 18 Kufizade St., P.O.B. 860, Nicosia. WTD 9/67.

FRANCE—Cotton upholstery fabrics, print cretonne. Requests replies in French. Direct purchase and agency. Lehembre Freres & Cie (importer, wholesaler), 47 Rue Leon Salembien, 59 Tourcoing. WTD 4/67.

Broad woven cotton fabrics for manufacture of ready-to-wear clothing. Requests replies in French. Alga—"Les Creations Larose" (manufacturer, dealer), 11 Rue des Petites-Ecuries, Paris, 10eme. WTD 4/67.

MOROCCO—All types of fabrics and poplins, cotton, cotton combined with polyester, rayon or acetate for use in clothing, garment industries, upholstery fabrics. Direct purchase and agency. Quotations Casablanca. Societe Le Croissant (importer, distributor, agent), 35 Avenue des Eucalyptus, Ain Sebaa, B.P. 2579, Casablanca. WTD 10/67.

222 Broad woven fabric mills, manmade fiber, silk

CYPRUS—Necktie fabrics. Delivery c.i.f. Cyprus. Direct purchase and agency. Mehmet Ozturk (importer, exporter, manufacturer, distributor), 18 Kufizade Street, P.O.B. 860, Nicosia. WTD 9/67.

FRANCE—Broad woven fabrics; man-made fiber and silk for manufacture of ready-to-wear clothing. Requests replies in French. Alga—"Les Creations Larose" (manufacturer, dealer),

11 Rue des Petites Ecuries, Paris, 10eme. WTD 4/67.

223 Broad woven fabric mills, wool

FRANCE—Wool fabrics for manufacture of men's clothing. Requests replies in French. Direct purchase and agency. Bernheim & Weill (importer, wholesaler), 121 Rue Reaumur, Paris, 2eme. WTD 4/67.

Broad woven fabrics of wool, mohair and similar fibers, for manufacture of ready-to-wear clothing. Requests replies in French. Alga—"Les Creations Larose" (manufacturer, dealer), 11 Rue des Petites Ecuries, Paris, 10eme. WTD 4/67.

MOROCCO—All types of fabrics, wool, wool combined with polyester, rayon or acetate for use in clothing, garment industries. Direct purchase and agency. Quotations Casablanca. Societe Le Croissant (importer, distributor, agent), 35, Avenue des Eucalyptus, Ain Sebaa, B.P. 2579, Casablanca. WTD 10/67.

SWEDEN—Furniture upholstery, home furnishing textiles. Direct purchase and agency. Martex AB (importer, exporter, sales agent), Djurgardsslatten 86, Stockholm. WTD 1/67.

225 Knitting mills, products

FRANCE—Women's knit dresses, sweaters, sweater coats, of novel character. Requests replies in French. Direct purchase and agency. Etablissements Perfils (manufacturer, dealer), 88 Rue du Faubourg du Temple, Paris, 11eme. WTD 3/67.

228 Yarn and thread mills, products

MOROCCO—Sewing thread: all types, colors. Direct purchase and agency. Quotations Casablanca. Societe Le Croissant (importer, distributor, agent), 35 Avenue des Eucalyptus, Ain Sebaa, B.P. 2579, Casablanca. WTD 10/67.

229 Textile goods

BELGIUM—Thread waste. Anteunis, n.v. (processor, importer, exporter), 41 Ham, Ghent. WTD 9/67.

FRANCE—Synthetic chamois or non-woven fabrics for household, industrial purposes; good wiping and absorbent qualities requested. Direct purchase and agency. La Brosse et J. Dupont Reunis (manufacturer, wholesaler, retailer), 12 Rue Leon Jost, Paris, 17eme. WTD 4/67.

MOROCCO—Plastic coated fabrics. Direct purchase and agency. Quotations Casablanca. Societe Le Croissant (importer, distributor, agent), 35 Avenue des Eucalyptus, Ain Sebaa, B.P. 2579, Casablanca. WTD 10/67.

230 Apparel

SWEDEN—Men's, women's sport clothing; children's and infants underwear, nightwear, outerwear. Agency and direct purchase. AB Karlskrona Barnvagns-Central (retailer, wholesaler, agent), Hantverkaregatan 9, Karlskrona. WTD 9/26/67.

231 Men's, youths', boys' suits, coats, overcoats

AFGHANISTAN—Odd lot, old stock or shopworn winter suits, coats, overcoats for men, boys. A. Ahad Hamidi (general merchandise), Hamidi Store, Jade Maiwand, Kabul. WTD 6/13/66.

FRANCE—Men's suits, coats. Requests replies in French. Direct purchase and agency. Geleto (manufacturer, dealer), 26 Rue de Turenne, Paris, 3e. WTD 3/67.

Men's suits, coats, overcoats, new fashions. Requests replies in French. Direct purchase and agency. Bernheim & Weill (importer, wholesaler), 121 Rue Reaumur, Paris, 2eme. WTD 4/67.

232 Men's, youths', boys' furnishings, work clothing

FRANCE—Men's separate trousers, underwear, shirts. Direct purchase and agency. Requests replies in French. Geleto (manufacturer, dealer), 26 Rue de Turenne, Paris 3e. WTD 3/67.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

238 Apparel, accessories

FRANCE—Trichloroethylene-proof protective gloves for long dipping; cotton gloves. "COVE-PRO" Comptoir du Vetement de Protection (importer wholesaler) 18 Rue Orfila, Paris, 20eme. WTD 4/67.

239 Fabricated textile products

MOROCCO—Embroideries, braids, trimmings. Direct purchase and agency. Quotations Casablanca. Societe Le Croissant (importer, distributor, agent), 35, Avenue des Eucalyptus, Ain Sebaa, B.P. 2579, Casablanca, WTD 10/67.

SWEDEN—Tents, sleeping bags. Agency and direct purchase. AB Karlskrona Barnvagns-Central (retailer, wholesaler, agent), Hantverkaregatan 9, Karlskrona. WTD 9/26/67.

243 Millwork, veneer, plywood, prefabricated structural wood products

NORWAY—Plywood, Oregon pine, thickness 3/8"-¾", 96" x 48", toothed and grooved. Lovenskiold-Vaekero (importer, manufacturer), Drammensveien 230 Skoyen, Oslo 2. WTD 9/67.

251 Household furniture

FRANCE—Household furniture of wood, metal, upholstered on wooden frames. Direct purchase and agency. Levitan (importer, wholesaler, retailer), 55 a 63 Blvd. de Magenta, Paris, 10eme. WTD 4/67.

SWEDEN—Camp furniture. Direct purchase and agency. AB Karlskrona Barnvagns-Central (retailer, wholesaler, agent), Hantverkaregatan 9, Karlskrona. WTD 9/26/67.

252 Office furniture

FRANCE—Metal office furniture; padded or plain. Direct purchase and agency. Levitan (importer, wholesaler, retailer), 55 a 63, Blvd. de Magenta, Paris, 10eme. WTD 4/67.

262 Paper mills, products

CYPRUS—Wallpaper stock made in paper mills. Quote prices c.i.f. Cyprus. Matsis, Joannou & Co. (importer, distributor), P.O.B. 381 Famagusta. WTD 9/67.

● **IRAN**—150 tons triplex board in sheets; one side glazed, one side white; substance to be 270-280 grams per square meter; thickness specifications 0.32 to 0.34 mm; size of sheet 43 x 62 centimeters; direction of grain to be lengthwise. Bid deadline Nov. 26. Tender announcement with specifications and conditions available from: Forest Products Division, BDSA, Room 4003, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3003.

264 Converted paper, paperboard products

SWEDEN—Blade coated printing paper, 60 gram for gravure printing. Direct purchase and agency. Oscar E. Svensson & Co. (importer, sales agent), Kungsgatan 55, Stockholm C. WTD 10/66.

266 Building paper, building board mills

AUSTRALIA—Paperboard, suitable for manufacture of paperboard furniture. Atlas Box Co., Pty. Ltd. (manufacturer), 93-95 Marrickville Road, Marrickville, N.S.W. WTD 8/67.

282 Synthetic materials

COLOMBIA—Synthetic resins, plastics, acrylic, polyvinyl resins and acetates; man made staple fibers for use in manufacture of brushes. Requests price quotations c.i.f. Barranquilla. Industria de Cepillos "Star" & Plasticos Ltda. (manufacturer, importer, wholesaler), Apartado Aero (airmail P.O. Box) 1759, Barranquilla. WTD 9/67.

MOROCCO—Plastic sheeting for household, upholstery uses, all colors, designs. Direct purchase and agency. Quotations Casablanca. Societe Le Croissant (importer, distributor agent), 35 Avenue des Eucalyptus, Ain Sebaa, B.P. 2579, Casablanca. WTD 10/67.

283 Drugs

● **TANZANIA**—Bids requested on 74 items, including medicinal grade cod liver oil, 2,000 gallons; chloramphenical syrup, 100 gallons; chloramphenicol syrup, 300,000 ml.; tetracycline syrup, 100 gallons; tetracycline syrup, 300,000 ml.; aspirin, 10 million tablets; aspirin-phenacetin-caffeine, 5,000,000 tablets; chloramphenicol 250 mg., 500,000 capsules; chloroquine phosphate 250 mg., 5 million tablets; prednisolone 5 mg., 200,000 tablets; sulfaguanidine, 5 million tablets; triple sulfas, 1 million tablets; tetracycline 250 mg., 250,000 capsules; vitamin C, 1 million tablets; penicillin, 101,000 vials; dihydrostreptomycin sulfate, 20,000 vials; streptomycin sulfate, 20,000 vials; chloroquine phosphate injection, 75,000 vials; vitamin B

complex injection 10 ml., 10,000 vials; zinc oxide adhesive plaster, 5 assorted sizes, 100 dozen x 5 yards of each size; and 2,500 x 1 gallon empty plastic bottles. Bid deadline Nov. 15. Bids are to be sent to Voucher No. AH 78, The Standard, P.O. Box 9033, Dar es Salaam. Copies of the tender may be obtained from the Chemicals and Allied Products Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2239).

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

MOROCCO—Cosmetics, perfumes, toilet preparations, general lines. Direct purchase and agency. Quotations Casablanca. Societe Le Croissant (importer, distributor, agent), 35 Avenue des Eucalyptus, Ain Sebaa, B.P. 2579, Casablanca. WTD 10/67.

SWEDEN—Baby oils, powders, related products. Direct purchase and agency. AB Karlskrona Barnvagns-Central (retailer, wholesaler, agent), Hantverkare gatan 9, Karlskrona. WTD 9/26/67.

285 Paints, varnishes, lacquers, enamels

FRANCE—Special varnishes for varnishing of paper, cardboard. Requests replies in French. Novavia (manufacturer, dealer), 5 Avenue du General Leclerc, 92 Malakoff (Hauts de Seine). WTD 3/67.

Modern paints for all surfaces, all purposes, latex paints, coatings for maintenance requirements, anti-corrosive, anti-rust paints, automobile paints; varnishes of novel character, such as cement, metal & insulating varnishes; gasoline & oil resistant varnishes. Requests replies in French. Rene Villemer & ses Fils (manufacturer, dealer), 17 Avenue de l'Opera, Paris, (1). WTD 4/67.

VENEZUELA—Auto body filler, special automobile paints, liquid vinyl roof covering. Distribution for Caracas metropolitan area. Requests replies in Spanish. Martinez & Kladnik, C.A. (importer, distributor), Calle Real de Quebrada Honda N° 72, Caracas. WTD 9/67.

287 Agricultural chemicals

● **BURMA**—Urea, 60,800 metric tons, in prills, with a minimum of 46% nitrogen and a maximum of 1% biuret; 38,200 tons of triple super phosphate, in granular form with 45/48% P_2O_5; 20,0000 tons of muriate of potash, with a minimum 60% of water soluble K_2O. Packed in 50 kg. bags, with jute on outer and polyethylene inner. Deliveries to be made in three equal shipments in Dec. 1967, Jan., and Feb. 1968. Tender No. ARDC(F) 67/68/1. Bid deadline, Nov. 10. Chief Executive Officer, Agriculture (1), Agricultural and Rural Development Corp., 459, Prome Road, Rangoon.★ (Telephone: 202-967-3465).

FRANCE—Pest control chemicals; fungicides, herbicides, insecticides. Direct purchase and agency. S.E.P.P.I.C.—Ste d'Exploitation de Produits pour les Industries Chimiques (manufacturer, importer, dealer, agent), 70 Avenue des Champs Elysees, Paris, 8eme. WTD 10/5/66.

291 Petroleum refining

GREECE—Slack wax—paraffin. Requests information, prices. Direct purchase and agency. Constantine P. Ladas (commission agent, importer), 61 Nikis St., Thessaloniki. WTD 9/67.

301 Tires, tubes

GREECE—Tires: truck, tractor. Requests information, prices. Direct purchase and agency. Romilos Yotides (commission agent), 17 Metropoleos St., Thessaloniki. WTD 9/67.

306 Fabricated rubber products

FRANCE—Rubber protective aprons. "COVEPRO" Comptoir du Vetement de Protection (importer, wholesaler), 18 Rue Orfila, Paris, 20eme. WTD 4/67.

SWEDEN—One-time disposable surgical gloves of latex quality. Direct purchase and agency. Medifa, M. Aberle (importer, wholesaler, sales agent), Norrtullsgatan 41-43, Stockholm. WTD 9/67.

315 Leather gloves

FRANCE—Leather work gloves. "COVEPRO" Comptoir du Vetement de Protection (importer, wholesaler), 18 Rue Orfila, Paris, 20eme. WTD 4/67.

322 Glass, glassware

FRANCE—Hospital laboratory glassware. Labo-France (manufacturer, importer, wholesaler), Avenue de l'Epinette, 77 Meaux. WTD 3/67.

Illuminating glassware; decorative, novelty glassware; glass artware, tableware to be sold as giftware. Anciens Etablissements I. Oppenheimer- Cambournac Freres & Cie Succ. (importer, wholesaler), 234 Rue du Faubourg Saint Honore, Paris, 8eme. WTD 4/21/66.

323 Glass products

FRANCE—Aquariums; art glass; artificial flowers, foliage & fruits; Christmas tree ornaments to be sold as giftware. Anciens Etablissements I. Oppenheimer-Cambournac Freres & Cie Succ. (importer, wholesaler), 234 Rue du Faubourg Saint Honore, Paris, 8eme. WTD 4/21/66.

326 Pottery, related products

FRANCE—Art and decorative pottery to be sold as giftware; vitreous china; table, kitchen articles. Anciens Etablissements I. Oppenheimer-Cambournac Freres & Cie Succ. (importer, wholesaler), 234 Rue du Faubourg St Honore, Paris, 8eme. WTD 4/21/66.

331 Steel mill products

● **BURMA**—Sheets, galv., corrugated: 3,600 long tons 28 ga. x 10′3″ x 6′, 7′ and 8′. Sheets, galv., plain: 400 long tons 28 ga. x 3′ x 6′, 7′ and 8′. Tender No. 104/T/CONST/PWC/67-68. Bid deadline Nov. 10. Vice Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Road, Rangoon.★ (Telephone: 202-189-2363).

● **CEYLON**—Galvanized iron water tubes, 557,000 lineal feet, ranging from ½″ to 4″ in inside diameter. Tubes should conform to BSS 1587 of 1957 or equivalent. Bid deadline is 9:30 a.m. Dec. 5. Tender documents may be obtained from the Chairman, Tender Board, Ministry of Finance, P.O. Box 500, Colombo, Ceylon. Copy of bid documents available on loan basis from: Building Materials and Construction Industries Division, BDSA 564, Rm. 4014, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3602).

● **INDIA**—Sheets, mild steel: 31 tons 0.048″ x 3′ x 6′ and 123 tons 0.048″ x 4′ x 10′. Tender No. PER/14458/SPC/1, bid deadline Nov. 6. Purchase Officer, Indian Telephone Industries, Ltd. Dooravaningar, Bangalore 16.★ (Telephone: 202-967-2363).

● Sheets, electrolytic zinc coated, phosphated and chromatized: 42,000 kgs., 0.8 x 1000 x 3000 mm; 113,500 kgs., 0.8 x 1250 x 2500 mm. and 170,000 kgs., 0.8 x 1000 x 2000 mm. Tender No. PER: 14434/SPC-1, bid deadline Oct. 30. Purchase Officer, Indian Telephone Industries, Ltd., Dooravani Nagar, Bangalore-16.★ (Telephone: 202-967-2363).

335 Rolling, drawing, extruding of nonferrous metals

● **BURMA**—A supply of brass sheets, rods and bars, and copper plates for Burma Railways. Tender No. MEIC/B, RLYS/15(T)424.-E67-68. Bid deadline Oct. 24. Correspondence preferred in English. Contact: The Chairman, Union of Burma Railway Board, Bogyoke Aungson St., Rangoon, Burma. Copy of specifications available for reference in room 4806, U.S. Department of Commerce, Washington, D.C. 20230.

THAILAND—The State Railway has invited bids for a supply of different sizes and quantities of wire and cable with solderless terminals and couplers. Tender No. 10475. Bid deadline Nov. 8. Detailed specifications and drawings may be purchased from the Stones Section, State Railway of Thailand Yod-Se, Bangkok at $1 a set. Copy of specifications may be reviewed in room 4806. U.S. Department of Commerce, Washington, D.C. 20230.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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342 Cutlery, hand tools, general hardware

THE NETHERLANDS—All kinds of hand tools for ironworkers, mechanics, carpenters, plumbers, home workshops, garage and service station equipment. Descriptive literature, price lists requested. Direct purchase and exclusive agency. N.V. Technisch Bureau Samia (importer, sales agent, exporter), 105 Sarphatistraat (P.O. Box 4334), Amsterdam. Attention: Mr. J. Bosschert. WTD 9/67.

343 Heating apparatus, plumbing fixtures

SWEDEN—Camp stoves, heaters. Direct purchase and agency. AB Karlskrona Barnvagns-Central (retailer, wholesaler, agent), Hantverkaregatan 9, Karlskrona. WTD 9/26/67.

344 Fabricated structural metal products

FRANCE—Milk storage tanks. Societe Valentin (manufacturer, importer, wholesaler), 44 Rue du Docteur Kurzenne, 78 Jouy-en-Josas. WTD 4/67.

GREECE—Aluminum profiles for frames of buildings. Requests information, prices. Direct purchase and agency. Romilos Yotides (commission agent), 17 Mitropoleos St., Thessaloniki. WTD 9/67.

SWEDEN—Compressed-air operated tanks used in connection with metal surface treat-

ment chemicals. Direct purchase and agency. AB Ytmetoder (manufacturer, agent, exporter), Box 26, Akersberga. WTD 9/67.

346 Metal stampings

THAILAND—Kitchen utensil for households use. Requests c.i.f. price, catalogs. Direct purchase and agency. Yong Heng Ltd., Part. (importer, wholesaler), 83 Sampegg St., Trok Tao, Bangkok. WTD 8/67.

348 Fabricated wire products

GERMANY—Contact springs and sets made of beryllium copper. Requests price quotations. Direct purchase and agency. Signalapparatefabrik Julius Kracker AG (manufacturer), 41 Gersdorfstr., 1 Berlin 42. WTD 9/21/67.

349 Fabricated metal products

SWEDEN—Pinch tube valves for dry-cleaning machines. Employ AB (wholesaler, retailer), Kellgrensgatan 32, Boras. WTD 9/25/67.

352 Farm machinery

FRANCE—Hay, alfalfa dehydration machines; cereal drying apparatus, cereal handling equipment. Requests replies in French. S.A. des Etablissements Jean Martin (manufacturer, wholesaler), 15 Rue de Paris, 60 Breteuil-sur-Noye. WTD 3/67.

GREECE—Sprayers for farm work. Requests information, prices. Direct purchase and agency. Costas Georgides (commission agent, importer), 9 Aghiou Mina St., Thessaloniki. WTD 9/67.

353 Construction, mining, materials handling machinery, equipment

● **IVORY COAST**—Heavy motor graders, 115-120 hp.; light motor graders, 65-70 hp.; light tracklaying tractors, 70-75 hp.; heavy tracklaying tractors, 160-170 hp.; tractor shovel-loaders, crawler type, 75-100 hp.; hydraulic scoop loaders, 45-75 hp.; wheeled tractors, 75-80 hp., minimum weight 3800 kgs.; compactors, 11-ton, 7 or 13 tires; self-propelled compactors, 55-70 hp., weight 5.5 to 6 tons. Unit price bids sought. Quantities to be bid, 2-5, 6-10, 11-15 and more than 15 units. Bids must bear 125 francs (5 francs = U.S.$1) CFA stamp on each sheet. Tender No. 2727/DGTD. Bid deadline Nov. 18. Correspondence preferred in French. Secretariat De La Direction Generale Des Travaux Publics De La Cote D'Ivoire (D.M.T.P.) Abidjan.

● **MALAYSIA**—7 prime movers, 21 trailers with nominal payload of 8-10 tons; one mobile crane, 10-ton capacity; 3 mobile cranes 1½ ton capacity. Tender No. (7) in M.142/4. Bid deadline Nov. 4. The Secretary, Penang Port Commission, P.O. Box 143, Penang.★ (Telephone: 202-967-5566).

SWEDEN—Dolly or similar platform-trailer type equipment to move ship sections weighing up to 300 tons. Eriksbergs Mekaniska Verkstads AB (shipbuilding yard) Fack Goteborg 8. Attn. Mr. Fredriksson. WTD 9/67.

THAILAND—All kinds of road construction equipment. Requests c.i.f. prices, catalogs. Direct purchase and exclusive agency sought. Mine & Construction Equipment Co. Ltd. (importer), 22/11 Mittraparb Highway, Bangkok. WTD 8/67.

● One crawler mounted 2½ yd. dragline, diesel power; one crawler mounted 2½ yd. power shovel, diesel power; one 5-ton mobile crane; one 50-ton mobile crane; one tractor shovel-loader 2½ cu. yd. bucket; three fork lift trucks, 4-ton capacity. Tender No. NR-1-3. Bid deadline Nov. 6. Royal Irrigation Dept., Samsen Road, Bangkok.

354 Metalworking machinery

FRANCE—Lathe-grinders, electric, heavy-duty equipment about 40 metric tons in weight, for use by railroad company metric gauge, primarily automatic metalworking machine-tools of modern types designed for final grinding and machining of axle-trees and related operations. Descriptive literature, price lists requested. Delmas & Cie. (J.A.) (dealer), 17 Rue Vauban; 33- Bordeaux, Gironde. WTD 5/67.

THE NETHERLANDS—Lathes, grinding, milling, honing, drilling and planing machines, machine tools and other metalworking machinery, power driven hand tools, pneumatic tools, garage and service station equipment. Descriptive literature, price lists requested. Direct purchase and exclusive agency. N.V. Technisch Bureau Samia (importer, sales agent, exporter), 105 Sarphatistraat (P.O. Box 4334), Amsterdam. Attention: Mr. J. Bosschert. WTD 9/67.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

355 Special industry machinery

FRANCE—Paint making machinery of an advanced technique. Requests replies in French. Rene Villemer & ses Fils (manufacturer, dealer), 17 Avenue de l'Opera, Paris (1). WTD 4/67.

Sanitary cotton swab making machinery, La Brosse et J. Dupont Reunis (manufacturer, wholesaler, retailer), 12 Rue Leon Jost, Paris, 17eme. WTD 4/67.

GREECE—Dairy, milk products plant machinery, equipment. Requests information, prices. Direct purchase and agency. Costas Georgides (commission agent, importer), 9 Aghiou Mina St., Thessaloniki. WTD 9/67.

THE NETHERLANDS—Complete line of woodworking machinery such as lathes, planers, sanding machines, power saws, furniture maker's machinery. Discriptive literature, price lists requested. Direct purchase and exclusive agency. N.V. Technisch Bureau Samia (importer, sales agent, exporter), 105 Sarphatistraat (P.O. Box 4334), Amsterdam. Attention Mr. J. Bosschert. WTD 9/67.

SWEDEN—Machinery and apparatus for metal cleaning purposes. Direct purchase and agency. AB Ytmetoder (manufacturer, agent, exporter), Box 26, Akersberga. WTD 9/67.

Bread slicers. Direct purchase and agency. Knut Hannebo Aktiebolag (wholesaler, agent), Groneskansvagen 12, Kristianstad. WTD 9/22/67.

● **URUGUAY**—One plant for processing garbage into fertilizer with disposal capacity of 600 to 800 tons per day. Tender No. 4242, bid deadline Dec. 11. Only firms or individuals established in Uruguay may participate in bidding. Specifications in Spanish. Intendencia Municipal de Montevideo, Departmento de Ingenieria y Obras, Av. 18 de Julio y Ejido, Montevideo.★ (Telephone: 202-967-5589).

356 General industrial machinery

THAILAND—Water pumps for irrigation. Requests c.i.f. prices, catalogs. Direct purchase and agency. S. Kim Hua Huad Machinery Co. Ltd. (importer, wholesaler), 268-272 Nakorn Kasem Road, Bangkok. WTD 9/67.

357 Office, computing, accounting machines

FRANCE—Special machines for wrapping new or used bank notes. Roulomat (Ets Bernard Rothman) (manufacturer, importer, wholesaler, retailer), 42 Rue du Faubourg Poissonniere, Paris, 10eme. WTD 4/67.

SWEDEN—Bathroom scales. Direct purchase and agency. Knut Hannebo Aktiebolag (wholesaler, agent), Groneskansvagen 12, Kristianstad. WTD 9/22/67.

358 Service industry machinery

CYPRUS—Room air conditioners. Quote prices c.i.f. Cyprus. Direct purchase and agency. L. V. Levonian (manufacturers, agent, importer, distributor), P.O.B. 1915, Nicosia. WTD 6/67.

FRANCE—Water filters and softeners, household type. SACAMI—Societe d'Adoucisseurs, de Conditionnement d'Air et de Materiel d'Incendie (importer, wholesaler), 70 Blvd. Malesherbes, Paris, 8e. WTD 3/67.

Refrigerated tanks for milk conservation. Societe Valentin (manufacturer, importer, wholesaler), 44 Rue du Docteur Kurzenne, 78 Jouy-en-Josas. WTD 4/67.

GREECE—Refrigeration equipment, commercial. Requests information, prices. Direct purchase and agency. Costas Georgides (commission agent, importer), 9 Aghiou Mina St., Thessaloniki. WTD 9/67.

Air conditioners, room. Desires to act as commission agent and/or distributor of similar lines. Requests information, prices. Direct purchase and agency. M. P. Emmanuelides (commission agent, importer), P.O. Box 217, Thessaloniki. WTD in preparation.

MOROCCO—Air conditioners for auto and truck cabin. Direct purchase and agency. Quotations Casablanca. Societe Le Croissant (importer, distributor, agent), 35 Avenue des Eucalyptus, Ain Sebaa, B.P. 2579, Casablanca. WTD 10/67.

PORTUGAL—Automatic ticket vending machines for use in railway stations. Sociedade Reunidas Reis, S.A.R.L. (importer, exporter, manufacturer), Rossio 102, Lisbon 2. WTD 3/8/67.

361 Electric transmission, distribution equipment

GERMANY—Electrical signaling apparatus, switchboard units. Requests price quotations. Direct purchase and agency. Signalapparatefabrik Julius Kracker AG (manufacturer), 41 Gersdorfstr., 1 Berlin 42. WTD 9/21/67.

SWEDEN—Electrical and electronic instruments such as digital voltmeters, counters. Direct purchase and agency. Svenska Radio AB (manufacturer, agent, distributor, exporter, importer), Agencies Division, Fack, Stockholm 12. WTD 1/67.

Switches, illuminated push button switches, lampholders, connectors. Direct purchase and agency. Teltronic Elektro-Kompaniet AB (importer, wholesaler, sales agent), Box 28, Vallingby 1. WTD 1/67.

Potentiometric measuring instruments. Direct purchase and agency. Svenska Telekonbolaget (agent, distributor, importer), Nordmarksvagen 40, Farsta. WTD 9/67.

THAILAND—All kinds of switches. Requests c.i.f. prices, catalogs. Direct purchase and agency. S. Kim Hua Huad Machinery Co. Ltd. (importer, wholesaler), 268-272 Nakorn Kasem Road, Bangkok. WTD 9/67.

363 Household appliances

CYPRUS—Household refrigerators, laundry equipment, electric housewares, fans, vacuum cleaners. Quote prices c.i.f. Cyprus. Direct purchase and agency. Fritelco Ltd. (manufacturers' agent, importer, distributor), P.O.B. 346, Limassol. WTD 9/67.

SAUDI ARABIA—Sewing machines: uniform and tent manufacturer wishes to purchase complete equipment for medium sized factory. Anwar Abu al-Jedayel (manufacturer), P.O. Box 72, Jidda. WTD in preparation.

SWEDEN—Electric grills; electric toasters; electric razors, preferably approved by SEMKO (the Swedish Board for Testing and Approval of Electrical Equipment); barbecue grills. Direct purchase and agency. Knut Hannebo Aktiebolag (wholesaler, agent), Groneskansvagen 12, Kristianstad. WTD 9/22/67.

364 Electric lighting, wiring equipment

FRANCE—Flashlights, all types e.g. torches, penlights, pocket lights, lanterns. Flashlight electric lamps; electric torches. Direct purchase and agency. Pertrix France S.A. (manufacturer, importer, wholesaler), 42 Rue Cave, 92 Levallois-Perret. WTD 5/27/66.

GERMANY—Electrical contacts. Requests price quotations. Direct purchase and agency. Signalapparatefabrik Julius Kracker AG (manufacturer), 41 Gersdorfstr., 1 Berlin 42. WTD 9/21/67.

365 Radio, television receiving sets

FRANCE—Record players; tape-recorders. Direct purchase and agency. Pertrix France S.A. (manufacturer, importer, wholesaler), 42 Rue Cave, 92 Levallois-Perret. WTD 5/27/66.

366 Communication equipment

GERMANY—Installation materials, weak current. Requests price quotations. Direct purchase and agency. Signalapparatefabrik Julius Kracker AG (manufacturer), 41 Gersdorfstr., 1 Berlin 42. WTD 9/21/67.

SWEDEN—Navigational electronic equipment used in pleasure boats, smaller ships. Direct purchase and agency. Svenska Telekonbolaget (agent, distributor, importer), Nordmarksvagen 40, Farsta. WTD 9/67.

● **BURMA**—Supply of telephone and telegraph carrier terminals and associated equipment. Tender No. 1 DGPT/1 (67-8), bid deadline Dec. 1. Controller, Posts and Telecommunications Stores, 57th St., Rangoon.★ (Telephone: 202-967-4823).

367 Electronic components, accessories

GERMANY—Capacitors, high-frequency chokes and electronic devices for automobile industry. Requests price quotations. Direct purchase and agency. Signalapparatefabrik Julius Kracker AG (manufacturer), 41 Gersdorfstr., 1 Berlin 42. WTD 9/21/67.

SWEDEN—Magnetic recording tape; automobile antennas. Direct purchase and agency. Knut Hannebo Aktiebolag (wholesaler, agent), Groneskansvagen 12, Kristianstad. WTD 9/22/67.

Transistors, diodes. Direct purchase and agency. Teltronic Electro-Kompanet AB (importer, wholesaler, sales agent), Box 28, Vallingby 1. WTD 1/67.

371 Motor vehicles, motor vehicle equipment

AUSTRALIA—Transmission gears, especially for trucks. W. McAtamney and Co. Pty, Ltd. (distributor, importer), 167 Parramatta Road, Concord, N.S.W. WTD 7/67.

GERMANY—Interrupter contacts for automobiles. Requests price quotations. Direct purchase and agency. Signalapparatefabrik Julius Kracker AG (manufacturer), 41 Gersdorfstr., 1 Berlin 42. WTD 9/21/67.

GREECE—Trucks, one half and one ton. Direct purchase and agency. Romilos Yotides (commission agent), 17 Metropoleos St., Thessaloniki. WTD 9/67.

374 Railroad equipment

● **PAKISTAN**—310 broad-gauge (5' 6") bogies, ride control type, completely assembled and ready for service. Tender No. PR-1-67/Wag./4, bid deadline Nov. 1. Payment by letter of credit. Secretary, Railway Board, Government of West Pakistan, P.W.R. Headquarters (room 19, ground floor) Empress Road, Lahore, West Pakistan. Tender notice, specifications and drawings may be reviewed in room 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

● **SUDAN**—Supply of 1,700 sets of automatic couplers. Contract No. 3769, bid deadline Nov. 23. Office of Controller of Stores, Sudan Railways, P.O. Box 65, Atbara. Specifications and drawings may be obtained from the above address upon payment of $5.25. Financing is by International Bank for Reconstruction and Development.

● **THAILAND**—A light metal rerailing bridge, 2.2 meters long; capacity 40 tons. Tender No. 10471, bid deadline Dec. 13. Bid to be submitted with a deposit of $140. State Railway of Thailand, Yod-Se, Bangkok. A copy of specifications may be obtained from room 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.

● Two units of rerailing equipment. Tender No. 10472, bid deadline Dec. 13. Bid to be submitted with a deposit of $800. State Railway of Thailand, Yod-Se, Bangkok. Copy of specifications may be obtained from room 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.

381 Engineering, laboratory, scientific, research instruments

● **BURMA**—Supply of laboratory equipment including dual purpose water bath, test tubes, penetrometer, thermometers, rotors, fuel evaporation units, adaptors, boiling flasks, funnels, stirring rods, automatic calorimeters, crucibles. Tender No. I(T)MCY(CAP)/CHK/POI(67-68), bid deadline Oct. 31. Procurement Manager, People's Oil Industry, 604 Merchant St., Rangoon.★ (Telephone: 202-967-2939).

FRANCE—Laboratory equipment, such as autoclaves, centrifuges, laboratory instruments, sinks, precision balances, cabinets and cases, fume hoods, instructors' tables, students' tables, sterilizers. Labor-France (manufacturer, importer, wholesaler), Avenue de l'Epinette, 77 Meaux. WTD 3/67.

Chemistry, physics, atomic instrumentation. Direct purchase and agency. Bureau de Liaison (importer, wholesaler, agent), 113 Rue de l'Universite, Paris, 7eme. WTD 4/67.

● **PAKISTAN**—Supply of scientific instruments and equipment for physics and applied mechanics laboratory. Tender No. S-9/364/SCI/66-67/IDA/K, bid deadline Nov. 30. Purchase will be financed by IDA credit No. 49-Pak. Directorate of Supply, Government of East Pakistan, 48 Motijheel Commercial Area, Dacca, East Pakistan.★ (Telephone: 202 WO 7-2939).

SWEDEN—Fathometers, usable in pleasure boats, smaller ships. Direct purchase and agency. Svenska Telekonbolaget (agent, distributor, importer), Nordmarksvagen 40, Farsta. WTD 7/67.

Laser measuring devices. Direct purchase and agency. Controltechnic AB (manufacturer, agent, importer, exporter), Box 4184, Stockholm 4. WTD 9/67.

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Nuclear radiation detection and monitoring instruments; complete system for detecting, monitoring and recording radioactivity of areas, air dust, water and gases; Geiger and scintillation counters; Gamma spectrometer system. Direct purchase and agency. Bureau de Liaison (importer, wholesaler, agent), 113 Rue de l'Universite, Paris, 7eme. WTD 4/67.

THE NETHERLANDS—Process control, measuring, testing equipment. Descriptive literature, price lists requested. Direct purchase and exclusive agency. N.V. Technisch Bureau Samia (importer, sales agent, exporter), 105 Sarphatistraat (P.O. Box 4334), Amsterdam. Attention Mr. J. Bosschert. WTD 9/67.

SWEDEN—Liquid level controls, 220V 0.5 amp., program timers 220V 50 cycles, and thermostats, 10-60°C., for dry-cleaning machines. Employ AB (wholesaler, retailer), Kellgrensgatan 32, Boras. WTD 9/25/67.

384 Surgical, medical, & dental instruments

● **CHILE**—Supply of surgical and medical instruments, equipment including audiometers, balances, microscopes, centrifuges, bunsen burners, metabollism apparatus, tubes, mouth-

pieces, nosepieces. Tender No. 82, bid deadline Oct. 30. Terms and specifications in Spanish. Correspondence preferred in Spanish. Direccion de Aprovisionamiento del Estado, Amunategui 66, Casilla 24-D, Santiago.★ Telephone: (202-967-2939).

FRANCE—Anesthesia apparatus and pediatric instruments of advanced technique. Vygon, S.A. (manufacturer, dealer), 3 Rue Adeline, 95 Ecouen (Val d'Oise). WTD 7/18/66.

Personal safety devices; belts; industrial safety hats, helmets, safety vests, jackets; asbestos protective clothing. "COVEPRO" Comptoir du Vetement de Protection (importer, wholesaler), 18 Rue Orfila, Paris, 20eme. WTD 4/67.

385 Ophthalmic goods

MOROCCO—Eyes: artificial, human, plastic. Direct purchase and agency. Quotations Casablanca. Pharmacie Principale (importer), Rond-Point Mers-Sultan, Casablanca. 10/67.

TANZANIA—Opticians' supplies; lenses, frames, sunglasses; one each focimeter, lense grinding machine (12"-14"), lense cutting machine, lense drilling machine. Airmail quotations, descriptive literature requested. Haideri Stores (importer, retailer), P.O. Box 445, Dar es Salaam. WTD 9/67.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

386 Photographic equipment

CYPRUS—Photographic equipment, supplies. Quote price c.i.f. Cyprus. Direct purchase and agency. Fritelco Ltd. (manufacturers' agents, importers, distributors), P.O. Box 346, Limassol. WTD 9/67.

394 Toys, amusement, sporting goods

CYPRUS—Games, toys, nursery items. Quote prices c.i.f. Cyprus. Direct purchase and agency. Michael G. Crystallis (manufacturers' agent, importer, distributor), 96-98 Saint Andrew St., Limassol. WTD 9/67.

396 Costume jewelry, novelties, buttons, notions

CYPRUS—Costume jewelry, novelties, except precious metal. Quote prices c.i.f. Cyprus. Direct purchase and agency. Fritelco Ltd. (manufacturers' agent, importers, distributors), P.O. Box 346, Limassol. WTD 9/67.

399 Manufacturing industries

SWEDEN—Miniture weapons, decorative. Direct purchase and agency. AB Karlskrona Barnvagns-Central (retailer, wholesaler, agent), Hantverkaregatan 9, Karlskrona. WTD 9/26/67.

506 Electrical goods

BELGIUM—All kinds of electrical household appliances. MEGA (distributor, importer), 79 Noorderlaan, Antwerp. WTD 9/67.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

FRANCE—Frozen meats. A. Ouhlen & Fils "Les Grands Viviers de Primel" (importer, wholesaler), Diben-Primel, 29N Plougasnou. WTD 4/67.

203 Canning, preserving foods

FRANCE—Frozen fruits, vegetables. A. Ouhlen & Fils "Les grands Viviers de Primel" (importer, wholesaler), Diben-Primel, 29N Plougasnou. WTD 4/67.

221 Broad woven fabric mills, cotton

NORWAY—Cotton, broad woven fabrics for manufacture of garments. Eilif Vogsborg (manufacturers' agent), Gronlandsleret 25, Oslo 1. WTD 9/67.

222 Broad woven fabric mills, manmade fiber, silk

NORWAY—Manmade fiber, broad woven fabrics for manufacture of garments. Eilif Vogsborg (manufacturers' agent), Gronlandsleret 25, Oslo 1. WTD 9/67.

223 Broad woven fabric mills, wool

NORWAY—Wool, broad woven fabrics for manufacture of garments. Eilif Vogsborg (manufacturers' agent), Gronlandsleret 25, Oslo 1. WTD 9/67.

229 Textile goods

PAKISTAN—Nylon twine, rope. Requests catalogs, quotations, c. & f., Karachi. I. & S. Corp. (importer), 2nd Floor, Dada Chambers, Bunder Road, Karachi 2. WTD 8/11/66.

233 Women's, misses', juniors' outerwear

FRANCE—Women's, misses' ready-to-wear clothing. Societe Lariviere & Compagnie (manufacturer, importer, wholesaler), 103 Rue Lafayette, Paris, 10eme. WTD 4/67.

234 Women's, misses', children's, infants' undergarments

FRANCE—Women's lingerie. Requests replies in French. Societe Micord (manufacturer, dealer), 3 Blvd. Blanqui, 10 Aube. WTD 4/67.

249 Wood products

FRANCE—Cork flooring. Societe Generale d'Entreprise du Centre—S.G.E.C. (manufacturer, wholesaler, agent), 22 Blvd. Gallieni, 92 Villeneuve-la-Garenne. WTD 4/67.

251 Household furniture

IVORY COAST—Folding aluminum lawn or porch furniture. Commercial Attache, American Embassy, B.P. 1712, Abidjan. WTD 8/3/66.

283 Drugs

FRANCE—Pharmaceutical preparations for human use, affecting neoplasms, endocrine system, metabolic diseases; acting on central nervous system and sense organs, cardiovascular system, on respiratory system, digestive or genito-urinary systems and acting on the skin; affecting infective diseases. Preparations for veterinary use. Vitamin, nutrient, hematinic preparations. Societe Tropicale de Distribution de Produits Pharmaceutiques "LABOREX" (importer, wholesaler), 7 bis, Rue de Teheran, Paris, 8eme. WTD 4/67.

302 Rubber footwear

FRANCE—Rubber shoes, overshoes, rubber sandals. Requests replies in French. Jacques Lemelle (agent), 103 Avenue de la Barandiere, 44 St-Herblain. WTD 4/67.

306 Fabricated rubber products

FRANCE—Rubber flooring, tile or sheet. Societe Generale d'Entreprise du Centre—S.G.E.C. (manufacturer, wholesaler, agent), 22 Blvd. Gallieni, 92 Villeneuve-la-Garenne. WTD 4/67.

314 Footwear, except rubber

FRANCE—Shoes for street, work, play, sport wear. Requests replies in French. Jacques Lemelle (agent), 103 Avenue de la Barandiere, 44 St-Herblain. WTD 4/67.

315 Leather gloves

FRANCE—Pigskin gloves of novel character. La Peau de Porc (manufacturer, importer, wholesaler, retailer), 2 bis, Rue Caumartin, Paris, 9eme. WTD 4/67.

316 Luggage

FRANCE—Pigskin briefcases, suit-cases of novel character. La Peau de Porc (manufacturer, importer, wholesaler, retailer), 2 bis, Rue Caumartin, Paris, 9eme. WTD 4/67.

317 Handbags, personal leather goods

FRANCE—Pigskin: women's handbags, purses, travel kits, billfolds, keycases, cigarette cases of a novel character. La Peau de Porc (manufacturer, importer, wholesaler, retailer), 2 bis, Rue Caumartin, Paris, 9eme. WTD 4/67.

319 Leather goods

FRANCE—Leather desk sets and boxes, embossed leather goods, of a novel character. La Peau de Porc (manufacturer, importer, wholesaler, retailer), 2 bis, Rue Caumartin, Paris, 9eme. WTD 4/67.

353 Construction, mining, materials handling machinery, equipment

FRANCE—Construction machinery and equipment, such as chocks, cross-bars, holding materials, supports for concrete units, tighteners for shuttering. Requests replies in French. Jean Mandelli (importer, agent), 7 Rue Edmond Fariat, 10 Troyes. WTD 4/67.

THAILAND—Full line of mining equipment. Requests c.i.f. prices, catalogs. Exclusive agency sought. Mine & Construction Equipment Ltd. (importer), 22/11 Mittraparb Hwy., Bangkok. WTD 8/67.

358 Service industry machines

FRANCE—Air conditioning units, domestic, industrial; water purification equipment. SACAMI—Societe d'Adoucisseurs, de Conditionnement d'Air et de Materiel d'Incendie (importer, wholesaler), 70 Blvd. Malesherbes, Paris, 8e. WTD 3/67.

THAILAND—Air conditioners, room and package units; ice making machines. Descriptive literature, price lists requested. East Commercial Co., Ltd. (importer, exporter), 5-11 Old Custom House Lane, New Road, P.O. Box 1190, Bangkok. WTD 9/67.

365 Radio, television receiving sets

FRANCE—Tape recorders, hi-fi systems. Requests replies in French. Image & Son (manufacturer, importer, retailer), 3 a 9 Rue des Rigoles, Paris, 20e. WTD 3/67.

379 Transportation equipment

TUNISIA—House trailers. Societe Autotractor (importer, wholesaler), 49 Rue Massicault, Tunis. WTD in preparation.

384 Surgical, medical, dental instruments

FRANCE—Instruments for laboratories, surgical, medical, dental purposes; laboratory precision balances and sterilizers; surgical knives, chisels, mallets, mirrors, mouth gags, needles, probes; medical inhalators, otoscopes, speculums, stethoscopes, tonometers, dental forceps, cutting instruments, consumable supplies, mirrors, pliers, lathes. Societe Tropicale de distribution de Produits Pharmaceutiques "LABOREX" (importer, wholesaler), 7 bis, Rue de Teheran, Paris, 8eme. WTD 4/67.

399 Manufacturing industries

FRANCE—Linoleum flooring, sheet or rug. Societe Generale d'Entreprise du Centre—S.G.E.C. (manufacturer, wholesaler, agent), 22 Blvd. Gallieni, 92 Villeneuve-la-Garenne. WTD 4/67.

Leads for Importers

Commodities are offered direct unless specified

204 Grain mill products

COLOMBIA—Cattle feed and by products. Fabricas Unidas de Aceites y Grasas Vegetales S. A. (manufacturer, wholesaler, exporter), Apartado Aereo (airmail P.O. Box) 2289, Barranquilla. WTD 8/67.

208 Beverage industries

FRANCE—Armagnac brandy in glass bottles, 75 centiliters each, or in wooden casks; Bordeaux wines, red and white, in glass bottles or in wooden casks, classified and current table qualities. Wholesale exportation, preferably through direct sales. J. Beyrie ("Distezan") (wholesaler, exporter, manufacturer), 1 Chemin Labarde; 33 Bordeaux, Gironde. WTD 10/67.

209 Food preparations

COLOMBIA—Coconut cake, meal. Fabricas Unidas de Aceite y Grasas Vegetales S. A. (manufacturer, wholesaler, exporter), Apartado Aereo (airmail P.O. Box) 2289, Barranquilla. WTD 8/67.

251 Household furniture

BELGIUM—Period and modern bedroom and dining room suites. Illustrated catalog, price lists available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4203, U.S. Dept. of Commerce, Washington, D.C. 20230. De Kempen N.V. (manufacturer, exporter), 1 Frans Hensbergenstraat, Sint Antonius Brecht. WTD 8/67.

311 Leather tanning, finishing

MOROCCO—Cordovan leather, natural color, available in various shapes, entire skins, strips can be used in shoe industry, harness-making, saddlery, upholstery, bookbinding, traveling goods. Average weight per square foot: 100/140 grams according to thickness. Descriptive literature, prices are available upon request. Samples available on loan from Trade Opportunities Staff, BDSA-624, Rm. 4023, U.S. Dept. of Commerce, Washington, D.C. 20230. Manufacture de Cuirs de Meknes (manufacturer, transformer), Kilometre 2, route d'Agourai, B.P. 31, Meknes. WTD 9/67.

354 Metalworking machinery

SWEDEN—Light gauge sheet metal working machines such as press brakes, power shears, hydraulic presses. Descriptive brochure available on loan from U.S. Dept. of Commerce, Trade Opportunities Staff, BDSA-624, Rm. 4203, Washington, D.C. 20230. Hjo Mekaniska Verkstad (manufacturer, exporter) Hjo. WTD 9/67.

382 Instruments for measuring, controlling, indicating physical characteristics

SWEDEN—Ultrasonic measuring devices. Brochures available on request. Controltechnic AB (manufacturer, agent, importer, exporter), Box 4184, Stockholm 4. WTD 9/67.

Peru requests construction bids on steel pier for lighters

The Government of Peru has issued a call for bids to construct a steel pier for lighters at Pacasmayo, La Libertad. The project, financed by the contractor, has a budgetary base of 10 million Peruvian soles (approximately $270,000).

Bid deadline is Dec. 6.

Bid documents may be obtained for 250 soles (about $6.75) a set, from the Departamento Tecnico de la Direccion de Administracion Portuaria, 10° Piso—Edificio Ministerio de Hacienda y Comercio, Lima, Peru. Correspondence is preferred in Spanish.

A guarantee deposit of 120,000 soles (approximately $3,243) must accompany the bid.

Tunisia seeks bids to build agricultural, vocational centers

Tunisia is seeking bids for the construction of the first stages of three agricultural and vocational centers. The projects are the result of an agreement recently signed between the Tunisian Government and the International Bank for Reconstruction and Development.

Location and estimated cost of each center are as follows: Sbekha, about 60 miles southwest of Tunis, $336,600; Takelsa, about 30 miles east of Tunis, $358,600; and Sbeitla, in Central Tunisia, $336,600.

Interested firms should contact the Secretariat d'Etat aux Travaux Publics et a l'Habitat, Service des Batiments Civils, Cite Jardin, Tunis, Tunisia. Correspondence is preferred in French.

Bid deadline is Nov. 4.

Copies of a brief explanatory memorandum (in French) on each project are available from the Building Materials and Construction Industries Division, BDSA, U.S. Department of Commerce, Room 4014, Washington, D.C. 20230. Telephone: 202-967-3602.

Angola plans ore-loading port project, inquiries invited

Angola is studying the proposed construction of an ore-loading port for ships up to 100,000 tons capacity at Luanda.

The exact specifications will be set only after consultation with prospective bidders. Inquiries (preferably in Portuguese) should be sent to the Governador Geral de Angola. Luanda, Angola.

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Malaysia invites bids on structural steel sections

Supplies needed for power station

Applications are invited from firms wishing to bid for the supply, fabrication, delivery and erection of structural steel sections in connection with the installation of a turbo-alternator and boiler at the Sultan Ismail Power Station of the National Electricity Board, States of Malaya. The project, part of the South Malaya Power Development plan, will be partly financed by the International Bank for Reconstruction and Development.

The work involves 140 tons of welded box columns, 35 tons of castellated beams, 155 tons of universal beams and columns, 150 tons of other rolled sections of mild steel, 32,100 sq. ft. of proprietary aluminum cladding and 7,750 sq. ft. of proprietary metal decking.

Interested companies should first obtain a copy of the explanatory memorandum for the contract, available from the firm of Preece, Cardew and Rider at either of these addresses: 8, 10, and 12 Queen Anne's Gate, London, S.W.1, England, or 19/21 Market St., Kuala Lumpur, Malaysia. After examination of the memorandum, firms wishing to bid for the contract should make formal application, accompanied by a check for 20 pounds ($56), so as to arrive in London not later than Nov. 18. An invitation to tender, along with a set of bid documents, will be sent to firms whose applications are approved, about the middle of Dec. Payments made by firms whose applications are not approved will be returned.

One copy of the explanatory memorandum is available for review and one copy is available on a loan basis from the Building Materials and Construction Industries Division, BDSA, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

Iran seeks supply of walkie-talkies

Iranian State Railways, Tehran, Iran, has issued Tender No. 1051/46, for the supply of walkie-talkies.

Bid deadline is Nov. 27.

Bid should offer twenty transceivers with a power output of 100-500 MW and operate from re-chargeable nickel cadmium batteries, two battery chargers, ten spare batteries and two sets of belts and shoulder straps for carrying transceivers.

Copies of tender announcement and specifications are available from the Iranian Economic Mission, 2233 Wisconsin Ave. NW., Washington, D.C. 20007 or on a short-term loan basis to firms located in the United States from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

Prequalification bids invited for South African oil pipeline

Applications are sought for prequalification bidding on a crude oil pipeline laying contract for the South African Railways. The projected pipeline will have a diameter of 18" and a length of 520 miles.

Application forms, detailing the requirements with which tenderers must comply and giving information as to the nature of the project, are obtainable from the South African Railways Representative, 665 Madison Ave., New York, N.Y. 10021.

Completed applications should be sent, under sealed letter and endorsed "Approved Tenderers for Pipe Laying," to the Chief Civil Engineer, South African Railways, Room 583, Tippett Bldg., Johannesburg, so as to arrive before Nov. 30.

Bidders must prequalify for Pakistani projects

Pakistan is inviting prequalification bid applications on several construction projects.

Construction work involves East Pakistan Agricultural University building complexes, water supply, sewerage and drainage systems, roads and external electrification work.

Total estimated cost of the project is $7,812,000, to be jointly financed by the Government of Pakistan and the International Development Association. Approximate costs of the different types of works are: building work, 26,700,000 rupees ($5,607,000); water supply, sewerage, and drainage work, 5,700,000 rupees ($1,197,000); roads, 2,000,000 rupees ($420,000); external electrification 2,800,000 rupees ($588,000).

Prequalified bidders may quote for one or all of the phases of the building and other work but the University reserves the right to award the contract for the entire work to a single bidder.

Firms may obtain prequalification questionnaires from the consulting architect of the East Pakistan Agricultural University. **Write:** Paul Rudolph, 6 Beacon St., Boston, Mass. 02108. The completed application should be sent to the Project Engineer, East Pakistan Agricultural University, Mymensingh, Pakistan, so as to reach him on or before Nov. 7.

Export business vs. domestic business

"I do not believe the export business should be approached on the basis of skimming the gravy off the top. Nor do I believe it should be looked upon as plus business that can absorb overheads. If you begin applying all types of rationale to the benefits of getting export business, you will never get into the business on a sound, permanent basis. It must be looked at in the same terms as domestic business. A dollar's worth of export business should have the same value as a dollar's worth of domestic business."

—George Strike, President,
American Laundry Machinery Industries

Asian highway agreement signed

Ten governments agreed in Kabul, Afghanistan, last month to provide institutional support for the Asian Highway, which will eventually stretch from Western Iran to Singapore, Laos and the Republic of Viet-Nam. The decision, taken at the third session of the Asian Highway Coordinating Committee, calls for spending $2.5 million over a five-year period in establishing a regional Transport Technical Bureau to support research, training and planning activities of governments participating in the program.

Of that amount, $1.5 million was earmarked by the UNDP, while the equivalent of $950,000 will be contributed by the governments involved. These include Afghanistan, India, Indonesia, Iran, Laos, Malaysia, Nepal, Pakistan, Republic of Viet-Nam, and Thailand. The project, to be implemented in the field by the United Nations, will advise and assist national highway authorities in planning work required to obtain external aid for highway construction, and promote the use of modern construction techniques.

Burma invites bids for steel fabric

Bids are invited by the Public Works Corp., Rangoon, for the supply of steel fabric for concrete reinforcement.

The order is for 200 rolls (180' x 7' each roll) of No. 3 gauge, 2000 rolls (180' x 7' each roll) of No. 4 gauge, and 1,900 rolls (240' x 7' each roll) of No. 5 gauge.

Specifications, terms, and conditions of the bids are available from the Vice Chairman, Public Works Corp., No. 60, Shwedagon Pagoda Road, Rangoon.

Deadline for bids to reach Rangoon is 4 p.m., Nov. 6.

One copy of the bid documents is available for review, and one copy is available on a loan basis from the Building Materials and Construction Industries Division, BDSA, U.S. Department of Commerce, Room 4014, Washington, D.C. 20230. Telephone: 202-957-3602.

Construction Awards

ECUADOR—Ecuador's State Railway Enterprise has embarked on a 6-year program to completely rehabilitate the 280-mile Guayaquil-Quito railroad at a cost of about $20 million. On Sept. 27 the Enterprise announced contract awards totaling more than $13 million for the purchase of locomotives and freight cars and the construction of a petroleum products pipeline from Duran to Quito.

A Spanish group, bidding under the designation SEMF, will build the Duran to Quito pipeline at a cost of $8 million, and will supply 160 freight wagons, gondolas, cattle cars and platform cars at a cost of $1 million.

The award for the supply of 15 locomotives was made to ALCO Products, Inc., New York,

N.Y. Six of these locomotives will be built by ALCO in the United States while nine will be built in Spain under ALCO license, at a cost of $3 million.

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Osvaldo Puente, Managing Partner, Imex S.R.L., Sarmiento 1371, Buenos Aires, **interested in contacting U.S. manufacturers of drawing and drafting instruments; fluorescent, reflective and phosphorescent paints, varnishes, lacquers; self-adhesive materials, and requesting technical information.** Oct. 10 via Miami for 45 days. c/o Clymer Intl. Corp., 39 Broadway, New York, N.Y. or M. A. D'Angleo, 1441 S. Beverley Glen Blvd., Los Angeles, Calif. 90024. Itinerary: Miami, Los Angeles, San Francisco, Chicago, New York, Miami. WTD 1/13/64 under revision.

AUSTRALIA—David L. Richards, David L. Richards (Wholesale) Pty. Ltd., 297 Old Cleveland Road, Coorparoo, Brisbane, Queensland, **interested in making new contacts and maintaining existing ones for importing arms, ammunition, accessories into Australia.** Late Oct. via Honolulu for 3-4 months. c/o Stoeger Arms Corp., 55 Ruta Court, S. Hackensack, N.J. Itinerary: San Francisco; New York; New Haven, Conn.; Springfield, Mass.; Miami. WTD 9/67.

GERMANY—Tim Koch and Tyll Necker, Hako-Werke Hans Koch & Sohn, Hamburger Str. 209-239, Bad Oldesloe, **interested in contacting U.S. manufacturers of machinery and parts for agricultural, garden, street and building cleaning sectors.** Oct. 8 via New York for 3-4 weeks. c/o Department of Commerce Field Offices en route. Itinerary: New York, Minneapolis, Milwaukee. WTD 9/25/64 under revision.

IRAN—Ibrahim Moatamed and Eskandar Arjomand, representing Alumtek Corp., 332 Takhte Jamshid Ave., Bahar Square, Tehran, **interested in negotiating with U.S. manufacturers on an aluminum extrusion and cable plant, and requesting technical information.** Oct. 20 via New York for three weeks. c/o I. Moatamed, 7 Mayfair Garden, Commack N.Y. Itinerary: Milwaukee; Richmond, Va. WTD 6/17/67.

NETHERLANDS—R. A. Chaudron, Purchasing Manager, Fa. H. Pander & Zonen, 1 Wagenstraat, The Hague, **interested in importing into the Netherlands furniture and related household items.** Oct. 12 via New York for three weeks. c/o T. C. Chaudron, 504 Lindsey Drive, Morristown N.J. Itinerary: 10/19-25 North and South Carolina, New York. WTD 9/67.

Burma issues tender on airport equipment

The Director of Civil Aviation of Burma has issued tender No. 54(T)DCA(66-67)4217 for the supply of towers, diesel generators, M.F. radio beacons, and category II ILS equipment.

Bid deadline is Oct. 31.

Bid should offer two 300 ft. towers, two 150 ft. towers, six 100 ft. towers, two no break standby power supplies, four 10 KVA diesel generators, two 15 KVA diesel generators, two 500 watts—1 KW M.F. radio beacons, one 2 KW M.F. radio beacon, one complete dual ILS System for category II operation, including supervision of installation (for ILS only).

Copies of tender announcement and specifications are available from the Director of Civil Aviation, Rangoon Airport, Mingaladon, Burma, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

NATO needs X-band radar for research center in Italy

The North Atlantic Treaty Organization, Saclant ASW Research Centre, has issued Tender No. AC/5949/BR, bid deadline Nov. 30, for X-band surface search and navigation radar.

Bid should offer a transmitter with a peak output power of not less than 25 KW, a receiver with a noise factor of 9-11 db and a 10" display. Maximum range should not be less than 50 n.m. and a minimum range of less than 20 yd. The equipment is to be powered from 120/208 volts—60 Cps.

Copies of tender announcement and specifications are available to NATO qualified bidders from the NATO Saclant ASW Research Centre, Viale S. Bartolomeo 92—La Spezia, Italy, or on a short-term loan basis to firms located in the U.S. from the Electronics Division, BDSA-658, Room 4125, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-4038.

U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

ALBUQUERQUE, N. MEX., 87101, U.S. Courthouse. Area Code 505 Tel. 247-0311.

ANCHORAGE, ALASKA, 99501, 306 Loussac-Sogn Building. Area Code 907 Tel. 272-6331.

ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-3208.

CHARLESTON, S.C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

CHARLESTON, W.VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 353-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 522-4750.

DALLAS, TEX., 75202, Room 120, 1114 Commerce St. Area Code 214 Tel. 749-3287.

DENVER, COLO., 80202, 16419 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N.C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588-977.

HOUSTON, TEX., 77002, 5102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, P.O. Box 35087, 400 West Bay St. Area Code 904 Tel. 791-2796.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130 Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. 622-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SAN JUAN, P.R., 00902, Room 100, Post Office Bldg. Phone 723-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

New Books and Reports

***The Service Industries in a Developing Economy: Israel as a Case Study.* By Gur Ofer. Published by Frederick A. Praeger, Inc. 1967. 159pp. $8.50.**

The size, character and structure of the Israeli economy's service sector is examined in this study. It finds that approximately 50% of gainfully employed persons are in this sector, a higher proportion than in any other country except the United States.

The author analyzes the industrial structure of a large number of countries and relates the share of the service sector to the process of economic growth; he shows that this share in Israel is exceptionally high, considering the country's level of development. Seeking to explain this, he investigates the nature and volume of immigration, the size and structure of the import surplus, and the role of the government in the economy.

Write: Frederick A. Praeger, Inc., Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***Central America: Regional Integration and Economic Development.* By Roger D. Hansen. Published by the National Planning Assn. Washington, D.C. 1967. 106pp. $2.50.**

This is the first in a series of reports analyzing the causes of successful development progress in the developing countries. This study assesses the most successful regional economic integration scheme among the developing nations and the ways in which it contributes to Central American development.

The purpose of the series, according to the National Planning Association's Committee on Overseas Development, is to analyze successful development efforts of selected Latin American, Asian and African countries, and to probe the factors responsible for progress in certain countries that have no greater assets, no better start and no more foreign aid than other countries which have made only minimal progress.

The Committee points out the growing disillusionment on both sides of the foreign aid relationship in the last few years over the slowness of development in many countries. The series will attempt to assist both donor and recipient countries to improve their understanding of the ways by which economic, political and social changes can be accelerated.

The success of the Central American Common Market has special relevance, the Committee notes in its introduction, for many other developing nations with similarly small populations, low levels of per capita income, and little prospect of significantly diversifying their economies because of their inadequate national markets. The Committee stresses the important role of private enterprise, local and foreign, in realizing the opportunities for new investment and expanded production provided by the enlarged market and favorable governmental policies.

Write: National Planning Assn., 1606 New Hampshire Ave. NW., Washington, D.C. 20009.

***Textile Industry in OECD Countries, 1965-66.* Published by the OECD. Paris. 1967. 202pp. $5.50**

General trends in the textile industry of the OECD countries are covered in the first half of this report, ranging over production, manpower, investments and trade.

The second half is composed of statistics covering the industry as a whole as well as specific products.

Text is in English and French.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***Seventh Annual Report of the European Free Trade Association 1966-67.* Published by EFTA. 1967. 47pp. Free.**

This review of EFTA highlights developments in 1966-67. Free trade in industrial products between EFTA members was accomplished as of Dec. 31, 1966. The direction toward a single European Market was marked by the applications for EEC membership by the U.K., Ireland, Denmark and Norway.

The report describes briefly the work in EFTA to facilitate trade by removing quantitative restrictions and by eliminating various non-tariff barriers, such as Government marketing regulations, and the results of special EFTA Committee studies such as the difference in Governmental regulations on food and drink in EFTA and the EEC. The EFTA studies on agricultural income policy and structural policy, the problems of the Portuguese iron and steel industry and the difficulties of the Austrian potato-starch and starch derivatives industry are briefly noted.

Trade tables for 1966 show an increase in EFTA imports from the U.S. of 7%, ranging from a 16.2% increase in Norway to a 4.5% decline in Finnish imports from the U.S.

Write: EFTA Information Office, Suite 714, 711 14th St. NW., Washington, D.C. 20005.

***United States-Italy Trade Directory, 1967-68.* Published by the Italy-America Chamber of Commerce New York 1967. 361 pp. $10.**

The seventh edition of this directory lists more than 1,300 U.S. firms importing Italian products and gives information with each listing on Italian manufacturers represented, agents, products and brand names. A listing is also included of 650 U.S. firms with business interests in Italy, specifying the range of products exported, Italian representatives, subsidiaries and licensees.

Other information includes: foreign investment legislation, taxation, tariffs and export rules, requirements for business operations, trade associations in Italy, conversion tables of weights and measures.

Write: Italy-America Chamber of Commerce, 350 Fifth Ave., Suite 3015, New York, N.Y. 10001.

***Organization for Economic Cooperation and Development: Government Purchasing in Europe, North America and Japan.* Published by the OECD. Paris. 1966. 155pp. $2.50**

This report on governmental purchasing and procurement practices was prepared by the OECD Trade Committee on the basis of an OECD inquiry of member governments.

The report contains country chapters summarizing national regulations on practices of inviting tenders and awarding contracts. Pertinent addresses of national governmental procurement offices are included.

Write: OECD Publications Center, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

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Calendar *for international traders*

BOSTON—Oct. 31—Int'l Economists Roundtable, Int'l Center of New England, 470 Atlantic Ave., 12 noon.

BOSTON—Nov. 9—Int'l Center of New England dinner meeting, Anthony's Pier 4 Restaurant.

BOSTON—Nov. 28—Int'l Economists Roundtable, Int'l Center of New England, 470 Atlantic Ave., 12 noon.

CHICAGO—Nov. 1—Annual Judges Dinner, Patent Law Assn. Speaker: **Lawrence C. McQuade, Assistant Secretary of Commerce for Domestic and International Business.**

CHICAGO — Nov. 2 — Businessmen's Consultation, **Gustav E. Larson, Commercial Attache, Ottawa.** Sponsor: Commerce Field Office.

CHICAGO—Nov. 9—Int'l Trade Club of Chicago, Sheraton-Chicago Hotel.

CHICAGO—Nov. 14—Automotive Exporters' Club of Chicago, Builders Bldg.

CHICAGO—Nov. 15—Chicago Midwest Credit Management Assn., LaSalle Hotel.

CINCINNATI—Nov. 1—First of seven weekly Export Trade Seminars, Univ. of Cincinnati, 7 p.m. Sponsors: Univ. of Cincinnati, REEC, World Trade Club of Cincinnati Chamber of Commerce, Commerce Field Office.

CLEVELAND—Oct. 30-31—Businessmen's Consultation, **Gustav E. Larson, Commercial Attache, Ottawa.** Sponsor: Commerce Field Office.

DES MOINES, Ia.—Nov. 3—Canada Trade Day, Hotel Savery, 9 a.m. Sponsors: REEC, Iowa Development Commission, Greater Des Moines Chamber of Commerce, Commerce Field Office.

DETROIT—Oct. 31—Shipping to Canada: A Workshop on Canadian Government Documentation Requirements, Room 456, Federal Bldg., 10 a.m. Sponsor: Commerce Field Office.

DETROIT—Nov. 14—Export Marketing Workshop. Room 456, Federal Bldg., 9:15 a.m.-12 noon. Sponsor: Commerce Field Office, REEC.

KANSAS CITY—Nov. 9—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

KANSAS CITY—Nov. 13—Meeting for Exporters, Top of the Tower, 12 noon. Sponsors: Commerce Field Office, REEC, International Trade Club, Traffic Club.

KANSAS CITY—Nov. 30—In-Office Workshop for New Exporters, Federal Office Bldg. Sponsors: Commerce Field Office, REEC.

Deadline details

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

Managing Editor,
International Commerce
BIC-204
U.S. Department of Commerce
Washington, D.C. 20230.

LOS ANGELES—Nov. 24—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsor: Commerce Field Office.

MEMPHIS—Nov. 7-8—"Anatomy of an Exporter" Seminar. Speaker: John E. Carroll, pres., Amer. Hoist & Derrick Co., St. Paul. Sponsors: Mid-South Exporters' Rountable, REEC, Commerce Field Office.

MEMPHIS—Nov. 21—Export Expansion Conference, Sheraton Motor Inn. Sponsors: Memphis World Trade Club, REEC, Commerce Field Office, Committee of American Steamship Lines.

NEW ORLEANS—Nov. 6—Businessmen's Consultation, **Cornelis J. Goinga, Commercial Attache, Kuala Lumpur.** Sponsor: Commerce Field Office.

NEW YORK—Oct. 26-27—Businessmen's Consultation, **Cornelis J. Goinga, Commercial Attache, Kuala Lumpur.** Sponsor: Commerce Field Office.

NEW YORK—Oct. 30-Nov. 1—54th Nat'l Foreign Trade Convention, Waldorf-Astoria Hotel. Speaker: **Lawrence A. Fox, director, BIC, Dept. of Commerce.**

NEW YORK—Nov. 6—FCIB Roundtable Conference on Foreign Finance, Credit, Collection and Exchange Problems, Ben Franklin Hall, Advertising Club, 1:30 p.m.

NEW YORK—Nov. 9—Overseas Automotive Club, Embassy A Room, Summit Hotel, 12 noon.

NEW YORK—Nov. 14—Int'l Executives Assn. luncheon, Hotel Statler Hilton, 11:45 a.m. Speaker: Earl W. Eames, Jr., president, Council for Int'l Progress in Management.

PITTSBURGH—Nov. 14—In-Office Export Workshop, 2 p.m. Sponsors: Commerce Field Office, REEC.

PITTSBURGH—Nov. 17—Pittsburgh Commerce Institute Seminar, Pittsburgh Hilton Hotel, 9 a.m.-4 p.m. Luncheon speaker: **Sec'y of Commerce Alexander B. Trowbridge.**

POINT CLEAR, Ala.—Nov. 9-10—Fifth Annual General Meeting of Alabama Export Council, Grand Hotel. Members Reception, Nov. 9, 6 p.m.; Meeting, Nov. 10, 9 a.m. Speaker: William H. Lukens, chairman, Philadelphia REEC; Luncheon, 1 p.m. Speaker: Alvaro C. Alsogaray, Ambassador from Argentina.

ST. LOUIS—Nov. 7—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: REEC, Commerce Field Office.

ST. LOUIS—Nov. 21—"Show You" Export Workshop, Conference Room, Federal Bldg., 2 p.m. Sponsors: REEC, Commerce Field Office.

YUMA, Ariz.—Nov. 3—Seminar on Air Cargo and World Trade, Chilton Inn, 9 a.m.-4 p.m. Sponsor: Yuma County Chamber of Commerce.

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TRADE MISSIONS

The trade mission I headed to Brazil last spring generated interest in proposals that resulted in millions of dollars of additional trade, and results are still coming in!

Given the favorable conditions prevailing in Chile and Paraguay (U.S. exports up 22% last year), I'd say you're missing a real bet if you don't send your proposal to the Chile-Paraguay Trade Mission!

Claude Courand, Director
American Republics Division

During my visits to Africa, I have been greatly impressed with the rapid economic growth of the Ivory Coast and Cameroon. I am convinced that now is the time to take advantage of the exciting opportunities for exporting to and investing in those countries. Let the members of the forthcoming U.S. Trade and Investment Mission be your on-the-spot representatives there.

B. Blankenheimer, Director
Africa Division, OIRE

I am convinced that Pakistan's fast-growing industrial and agricultural sectors, coupled with a policy friendly toward free enterprise, offer solid opportunities to American companies willing to make the effort. The 1968 Mission can actively promote your specific trade and investment proposals in this expanding market.

D. A. Kearns-Preston, Director
Near East South Asia Division

For information on how to participate in these Missions with your Business Proposal, see the September 11, September 25, and October 9 issues of INTERNATIONAL COMMERCE or write, Department of Commerce, BIC 916, Washington, D.C. 20230.